

**Sierra Cybernetics
Support Services**

Sierra Cybernetics, Inc.

INFORMATION TECHNOLOGY SERVICES PUBLISHED PRICE LIST *Effective 1 November 1998*



TYPE SERVICE	COMMERCIAL HOURLY RATE
Program Management Services	\$200
Systems Design Services	\$200
Workflow Design Services	\$200
Programming Services	\$200
System Integration Services	\$175
System Installation Services	\$150
Training Services	\$175
Administrative Support	\$ 75

Maintenance Support

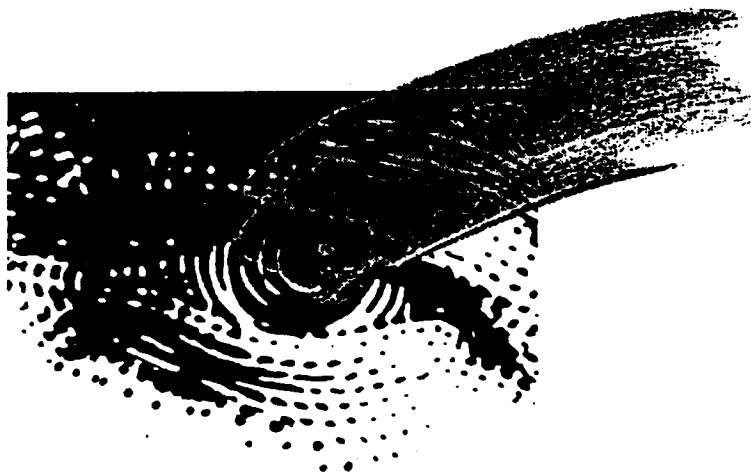
See Note

Note : Software Maintenance Support is billed at a flat rate of 16% of software list price for a period of 12 months. Software Maintenance Support includes manufacturer software support (upgrades, and technical support to the reseller) plus Sierra direct support to the client.

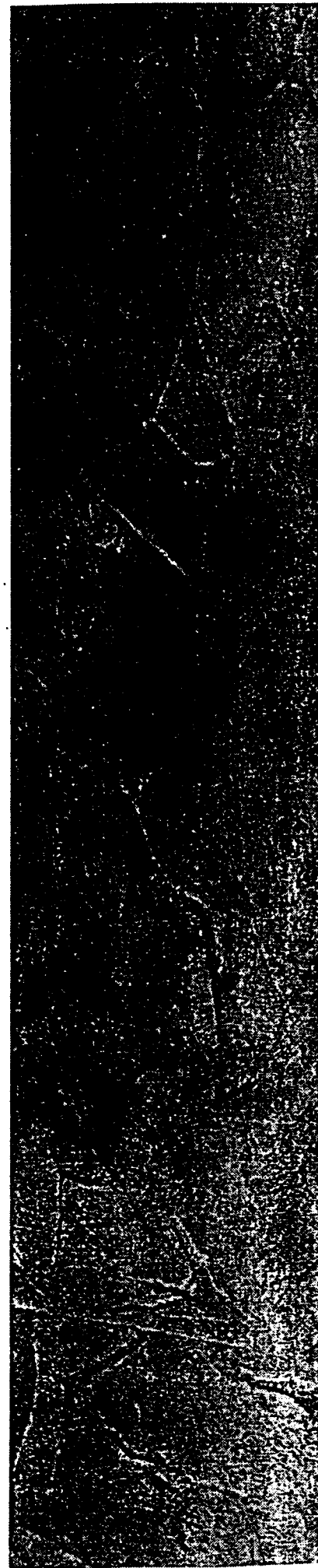
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Optika Imaging Systems
Product & Services

Optika®



Product & Services US Price Book March 1997 Edition



Terms of Sale

Shipping and Handling

Shipping and handling will be prepaid and added to all invoices. The carrier for all shipments will be determined by Optika unless specified otherwise on the purchase order. A minimum shipping & handling charge of \$25.00 will be included for each domestic (USA) purchase order to Optika. A minimum handling charge of \$40.00 will be included for each international (outside USA) purchase order to Optika.

Re-stocking Fee

There is a re-stocking fee charged on any Optika product returned to Optika within 30 days of product shipment. The fee is 10% of the current Suggested Retail Price (SRP) of the returned products. Returns will only be accepted within 30 days of original product shipment by Optika.

Wire Transfers

The Business Solutions Partner is responsible for all wire transfer fees.

Credit Terms

All purchase orders to Optika must clearly state the Business Solutions Partner's credit terms as agreed upon with Optika.

Customer Profile Form & Price Quote Program

An order for products is not considered complete without a corresponding Customer Profile Form for each end user of an Optika product. An order for Optika products cannot be fulfilled without a fully completed Customer Profile Form. The Optika Price Quote Program has been provided to facilitate the pricing of Optika systems. Business Solutions Partners are encouraged to use the Price Quote Program as part of their purchase order package to Optika. The PQP will generate an order as well as a Customer Profile form.

Product Deliverable

Unless otherwise specified on the Business Solutions Partner's purchase order, all orders will be fulfilled and shipped with Optika's current generally available product. The order will be considered complete at the time of shipment.

Pricing Structure

The pricing for server connections is based on the cumulative number of server connections per system. Additional orders for server connections are priced based on the pricing level for the cumulative number of server connections. For example, if a customer that has previously purchased 20 server connections wants to purchase an additional 10 connections, it would purchase those using the 25-49 pricing level (since its cumulative total will now be 30 connections).

Product Descriptions and Specifications

This Price Book does not provide definitive descriptions or specifications of the Optika products. Please refer to the data sheets, release notes, price book and product documentation for more complete information. Business Solutions Partners are required to attend training and certification to sell all products listed in this book.

Warranty

Optika warrants to the customer for a period of ninety (90) days from the date of installation that the product, when used on approved platforms as identified by Optika, will perform substantially as described in the documentation. This is not a complete description of Optika's warranty. See Optika's Software License Agreement for a complete description. If the Business Solution Partner does not specify a date of installation on the original purchase order, the date of installation shall be deemed to be the date the product is shipped from Optika.

Optika Client License

Overview

The client license is the charge for each workstation that has been configured to execute one or more Optika client products. The client license is not concurrent. There are five distinct Optika client products, *FPwebBook*, *FPmulti*, *FPdocs* for DOCS Open, *FPreport* & *PowerFlow*. The following list describes the charge levels for a client license or combination license.

- FPwebBook** Specified number of licenses for clients that only need to use the Optika *FPwebBook* or an *FPengine* seat using the FilePower Viewer. *FPdocs* for Docs Open is an engine application requiring *FPwebBook*.
- Level I** Specified number of licenses for any single client product.
- Level II** Specified number of licenses for any two client products.
- Level III** Specified number of licenses for all three client products. (*FPmulti*, *FPreport* & *PowerFlow*)

Client License Pricing - Suggested Retail Price Per Client

SKU #	Type	FPwebBook FPengine	Level I			Level II Two Products	Level III Three Products
			COLD	Image	Workflow		
SL-X-XXX-002	Standard	\$95	\$150	\$150	\$150	\$225	\$300
SL-X-2XX-002	Full Text	-	-	\$400	-	\$475	\$550

- ☐ An *FPmulti* client accessing *FPreport* pages requires a Level II client license.
- ☐ The charge to upgrade a client license is the difference between the two levels. For example, the charge to add *FPmulti* and full-text capability to a Level I *FPreport* client is \$325 (i.e., Level II Full Text Enabled @ \$475 minus Level I @ \$150)
- ☐ *PowerFlow* V1.x requires at least a level II license because it requires *FPmulti* whereas *PowerFlow* V5.x can be purchased without *FPmulti* as a level I license.

Full Text

Customers that utilize full text should select the Client License pricing for full text enabled workstations. This price schedule includes the usage of full text searching at each workstation. Systems with full text client licenses are also entitled to an unlimited number of *FPocr* & *FPtext* Servers in addition to the standard Optika servers listed on the following pages with appropriate SWA. Full text is only applicable if *FPmulti* is included in the configuration. Full text services are not available for *PowerFlow* or *FPreport*. The site may also install *FPverify* workstations as required. An active *FPverify* workstation requires a minimum of a Level I server connection and Level I seat license.

FPengine

Customers that only require the use of the Optika *FPengine* do not require the purchase of a client license. *FPengine* customers only need to purchase server connection licenses and, if applicable, *FPwebBook* licenses. An *FPwebBook* license is only required if the engine application uses the FilePower Viewer in the integration. *FPdocs* for DOCS Open is an engine application that uses the FilePower Viewer, you must purchase the *FPwebBook* license for each DOCS Open image-enabled seat.

FPmulti API

The *FPmulti* API is the set of application programming interface functions used to access the *FPmulti* database tables. Since it accesses the *FPmulti* database tables the *FPmulti* API requires the purchases of both server connections and client licenses.

Client Site License Pricing

A client site license may be purchased for \$25,000. This does not include server connection licenses. A site is defined as a single corporate entity with all users within a 50 mile radius. *FPwebBook* is not included in a site license. Site licenses that require full text capability must pay an additional \$250 per client for each client that is full text-enabled.

Optika Gateway and Integration

Overview

The Optika server connection *license* is based on the number and type of concurrent workstations accessing the Optika server domain as described on the previous page. There are additional Optika servers that act as gateways to other client platforms.

- ☐ **FPweb Server** - Provides access to the documents stored in an *FPmulti* application via an Internet browser.
- ☐ **FPnotes Server** - Provides access to the documents stored in an *FPmulti* application via a Lotus Notes™ client.
- ☐ **FPdocs Servers** - Provides access to Optika core imaging and workflow services via a DOCS Open® client.

FPweb

The *FPweb* Server is included in the standard Optika Server Domain. The *FPweb* Server provides access to documents (universal, image and *FPreport* COLD pages) stored within *FPmulti*, via the Internet. *FPweb* requires at least one Level I imaging server connection at all times. Additional, Level I imaging server connections should be purchased based on the number of simultaneous users accessing the Optika Server Domain via the *FPweb* Server. The *FPweb* Server requires one server connection for each simultaneous Internet client and releases the server connection after several minutes of inactivity. Thus, many Internet clients may share a pool of server connections. Internet clients accessing *FPweb* do not require a client license. An option to install *FPwebBook* client software is available for faster, encrypted retrieval of documents in their native format using the Optika Viewer. An *FPwebBook* license is required for each client seat using an *FPwebBook*. If an *FPwebBook* is not used, objects will be converted to GIF files and sent back for viewing directly in the browser software.

FPnotes

The *FPnotes* Server is included in the standard Optika Server Domain. *FPnotes* provides access to documents stored in an *FPmulti* application from a Lotus Notes® client. *FPnotes* requires a Level I imaging server connection. Level I imaging server connection should be purchased *based* on the number of simultaneous Notes users accessing the Optika Server Domain. *FPnotes* requires one server connection for each simultaneous Notes client. Each server connection is released after several minutes of inactivity. Therefore, many Notes clients may share a pool of server connections. The viewing of documents (image, universal) by a Notes client is accomplished by utilizing LN:DI from Lotus. Installation of *FPnotes* must be reviewed and approved by Optika engineering services and development prior to placing an order.

FPdocs for DOCS Open

Optika has integrated core imaging and workflow services with DOCS Open from PC DOCS, Inc. This integration is called *FPdocs* for DOCS Open. *FPdocs* requires a Level I imaging server connection. Level I server connections should be purchased based on the number of simultaneous DOCS Open users accessing the Optika Server Domain. Each server connection is cycled or released at a later point.. The viewing of documents (image and universal) by a DOCS Open client is accomplished utilizing an Optika *FPwebBook* client license. *FPdocs* for DOCS Open is an engine application that uses the FilePower Viewer, you must purchase the *FPwebBook* license for each DOCS Open image-enabled seat.

A DOCS Open client may also be workflow-enabled by purchasing a Level I workflow server connection and a Level I workflow seat license. Workflow seat licenses must be purchased for each workflow-enabled DOCS Open client. Workflow server connections should be purchased based on the number of simultaneous DOCS Open users access the Optika Server Domain. Server connections remain open until the client is closed.

Finally, a DOCS Open client may be workflow and image-enabled by purchasing a Level II Server Connections and a Level I seat license. Availability of the *FPdocs* for DOCS Open products is scheduled for 2nd quarter of 1997.

Software Assurance Overview

Software Assurance coverage provides all software upgrades for the same major version up to version X.999, where X is the major version. Software Assurance also covers fixes and minor enhancements. Optika provides Software Assurance free for a 90 day period that begins upon the actual installation date as specified on the Business Solutions Partner purchase order. A customer purchasing Software Assurance with the initial order will be covered for the first fifteen months from the installation date specified on the purchase order.

In addition to providing software upgrades, software assurance entitles the Business Solution Partner to access Optika's support services. Optika provides three different levels of support:

- ☐ **Basic Software Assurance** - Provides unlimited support calls on Optika products, from the BSP to Optika, between the hours of 7:00 AM and 6:00 PM Mountain Time, Monday through Friday.
- ☐ **Standard Software Assurance** - Provides unlimited support calls on Optika products, from the BSP to Optika, 24 hours a day, 7 days a week, 365 days a year. Standard Software Assurance also includes a named technical support engineer that will provide a monthly report of logged calls.
- ☐ **Mission Critical Software Assurance** - Mission Critical Software Assurance is provided directly to the customer for critical problems and includes unlimited support calls from the BSP to Optika on Optika products, 24 hours a day, 7 days a week, 365 days a year. Mission Critical software assurance requires the purchase of Basic SWA and is priced on a per site basis. Services include the following:
 1. A named technical support engineer,
 2. One site visit from a Senior Systems Engineer each year at no charge,
 3. Access to the Optika KnowledgeBase, a subscription to Optika's technical bulletins and emergency bulletins,
 4. Free tuition for one student for the **FilePower** Technical Certification course,
 5. A 10% discount on any technical training course attended at Optika,
 6. On-site visit within forty-eight hours for unresolved critical issues, and
 7. Remote software for dial-in support.
 8. The named technical support engineer will call once a month to review logged calls and related action plans.

Customers that have purchased software assurance are entitled to install an unlimited number of Optika servers from the following list only: **FPdisc**, **FPprint**, **FPfax**, **FPtransact**, **FPreportFile**, **FPenhance**, **FPweb**, **FPnotes**, **FPdocs Archive**, **PowerFlow Transact & PowerFlow Event Server**, as well as **FPocr** and **FPtext**, if applicable. Customers that do not purchase complete software assurance are only entitled to install one copy of each Optika server, any additional servers must be purchased from the A La Carte - Optika Servers table.

For accounts that are not on software assurance, Optika provides telephone support only to the Business Solutions Partner at a rate of \$250 per hour.

Software Escrow

Access to Optika's software escrow account is available to Business Solutions Partners and end users of **FilePower** products upon the occurrence of certain events. Each Business Solutions Partner and end user must register for the escrow account in order to access the source code. Initial registration and yearly renewal fees are paid directly to Data Securities International, Inc. at (415) 398-7900. The software escrow account is frequently updated with the source code for the full family of **FilePower** document, report and workflow management system solutions.

A La Carte Pricing

Overview

In situations where customers do not need the full range of Optika Servers, it may be appropriate to quote A La Carte pricing. This pricing follows the same format as Optika's standard bundled pricing, with one exception: unlimited servers are not included with the price of a server connection. No servers are included with the A La Carte Server Connection Pricing. Each server must be purchased separately.

For each system, the Business Solutions Partner must choose whether to utilize the standard bundled pricing or the a la carte pricing. Once a customer has purchased product under the bundled pricing, they may not utilize the a la carte pricing. However, a customer that starts out with the a la carte pricing may move to the standard bundled pricing at anytime simply by paying the difference between what was paid under the a la carte pricing and what would have been paid if the standard bundled pricing had been utilized.

A La Carte Server Connection Pricing - Suggested Retail Price Per Connection

SKU #	Server Connections	Level I			Level II Two Products	Level III Three Products
		COLD	Imaging	Workflow		
AC-X-XXX-001	1-4	\$2,160	\$2,800	\$2,800	\$3,500	\$4,200
AC-X-XXX-005	5-9	\$1,780	\$2,520	\$2,520	\$3,150	\$3,780
AC-X-XXX-010	10-24	\$1,270	\$2,065	\$2,065	\$2,585	\$3,100
AC-X-XXX-025	25-49	\$775	\$1,695	\$1,695	\$2,120	\$2,540
AC-X-XXX-050	50-74	\$590	\$1,390	\$1,390	\$1,735	\$2,085
AC-X-XXX-075	75-99	\$500	\$1,140	\$1,140	\$1,425	\$1,710
AC-X-XXX-100	100-149	\$440	\$935	\$935	\$1,170	\$1,400
AC-X-XXX-150	150-199	\$415	\$765	\$765	\$960	\$1,150
AC-X-XXX-200	200+	\$400	\$625	\$625	\$785	\$940

- ☐ An FPdocs client requires a Level I imaging server connection. An FPdocs client accessing workflow services requires a Level II license.

A La Carte - Client License

Client licenses under A La Carte Pricing is the same as the bundled pricing as set forth in the Client License section.

SKU #	Type	FPwebBook FPengine	Level I			Level II Two Products	Level III Three Products
			COLD	Image	Workflow		
SL-X-XXX-002	Standard	\$95	\$150	\$150	\$150	\$225	\$300
SL-X-2XX-002	Full Text	-	-	\$400	-	\$475	\$550

- ☐ A FPmulti client accessing FPreport pages requires a Level II client license.
- ☐ The charge to upgrade a client license is the difference between the two levels. For example, the charge to add FPmulti and full-text capability to a Level I FPreport client is \$325 (i.e., Level II Full Text Enabled @ \$475 minus Level I @ \$150)

Optika Inside
FPsuperScan

FPsuperScan is priced separately and does not require an Optika Server Connection License. There are two versions of FPsuperScan. The first is for the Kodak 500 scanner while the second is for the Kodak 9xx series scanners.

SKU #	Product	Suggested List Price
FP-X-012-000	FPsuperScan - Kodak 500 series Scanners	\$12,995
FP-X-013-000	FPsuperScan - Kodak 9xx series Scanners	\$17,995

Documentation

Copies of Optika documentation are available from the chart below. There is a \$100 minimum purchase order requirement.

Pricing

SKU #	Product	Suggested List Price	Unit
DC-1-001-000	FPmulti Users Reference	\$15	per copy
DC-1-002-000	FPmulti Administration Reference	\$15	per copy
DC-1-003-000	FPreport Users Reference	\$15	per copy
DC-1-004-000	FPreport Administration Reference	\$15	per copy
DC-1-005-000	PowerFlow 1.x Users Reference	\$15	per copy
DC-1-006-000	PowerFlow 1.x Administration Reference	\$15	per copy
DC-1-007-000	FPimage Users Reference	\$15	per copy
DC-1-008-000	FPimage Administration Reference	\$15	per copy
DC-1-017-000	FilePower Viewer/Workbook Reference	\$10	per copy
DC-1-018-000	FPweb Administration Reference	\$15	per copy
DC-1-019-000	FPnotes Reference	\$15	per copy
DC-1-021-000	FPdocs for DOCS Open	\$15	per copy
DC-1-009-000	FilePower Servers Reference	\$15	per copy
DC-1-010-000	FilePower Installation and Setup	\$15	per copy
DC-1-011-000	FilePower Developers Reference	\$15	per copy
DC-1-012-000	FilePower Utilities Reference	\$15	per copy
DC-1-013-000	FPsuperScan Reference	\$15	per copy
DC-1-014-000	FilePower Upgrade Planning Guide (V4.2)	\$15	per copy
DC-1-015-000	FilePower Price Book	\$10	per copy
DC-1-016-000	Business Partner Manual	\$95	per copy

☐ There is no written documentation for PowerFlow 5.x - it is provided online.

The table below details the naming conventions for all of the Optika products. Optika registered trademarks include Optika and *FilePower*. The first time any of these names is used in a document, it should be appended with a superscript, circle-R (®) to indicate that it is a registered trademark. All other names should be appended with a superscript trademark (™) the first time it is used in a document.

<i>Name</i>	<i>Description</i>
Optika®	The global leader in high-performance, client/server, integrated imaging systems and development tools.
FilePower®	Product Family Name
FPmulti	<i>FilePower</i> Document Image Management System
FPreport	<i>FilePower</i> Report Management System
PowerFlow	<i>FilePower</i> Work Management System
FPengine	<i>FilePower</i> Application Programming Interface
FPwebBook	<i>FilePower</i> Viewing System
FPdocs for DOCS Open	<i>FilePower</i> DOCS Open Integration
FPdisc Server	<i>FilePower</i> Optical Storage Management System
FPbackup	<i>FilePower</i> Storage Backup Manager
FPprint Server	<i>FilePower</i> Print Management System
FPfax Server	<i>FilePower</i> Facsimile Management System
FPtransact Server	<i>FilePower</i> Transaction Processing System
FPocr Server	<i>FilePower</i> Optical Character Recognition System
FPtext Server	<i>FilePower</i> Full Text Indexing System
FPenhance Server	<i>FilePower</i> Image Enhancement and Auto-indexing System
FPreportFile Server	<i>FilePower</i> Report Processing System
FPweb Server	<i>FilePower</i> Internet Integration
FPnotes Server	<i>FilePower</i> Lotus Notes Integration server
FPdocs Archive Server	<i>FilePower</i> Docs Open Integration
FPsuperScan	<i>FilePower</i> Hi-Speed Scan Workstation
FPmultiScan	<i>FilePower</i> Scan Workstation
FPmultiView	FPmulti View Workstations
FPreportView	FPreport View Workstations
FPverify	<i>FilePower</i> Text Verification Workstation
Builder	PowerFlow Process Design Tool
Manager	PowerFlow Administration & Reporting Tool
WorkPlace	PowerFlow Desktop Application
Event Server	PowerFlow Event Processing Server

Client Products**FilePower Text Verification Workstation - FPverify**

FPverify is an optional workstation designed for users to manually correct the text generated by the FPocr Server. The user is presented with the original scanned image along with a zoomed section of the image containing the highlighted suspect characters and the resulting text. The user has the ability to accept, delete, insert or substitute the suspect characters. Only scanned images not meeting a designated confidence factor will be sent to an FPverify workstation for processing.

FilePower Work Management System - PowerFlow

PowerFlow is a workflow management system providing a solution for more efficient management and utilization of documents, tasks and resources within an organization. PowerFlow manages the flow of electronic documents and/or information, including both image and non-image data (e.g., word processing files, spreadsheets), allowing an organization to increase productivity, improve responsiveness to customers, and reduce the cost of business operations. PowerFlow is packaged with four modules meeting the needs of the entire workflow process.

Builder - a graphical, icon driven design tool used to define an organization's normal flow with a "road map" style interface. Builder is used to define items in the business process including, events, tasks, packages, forms and triggers.

WorkPlace - the graphical user interface which provides system wide connectivity using an intuitive point and click interface. Working much like an "in/out basket," the WorkPlace provides users with current work packages and allows routing of packages to other departments for further processing.

Manager - monitors the state of the workflow process, users, and queues allowing managers to adjust the state of workflow processes. A workflow administrator can instantaneously monitor a particular package, user, queue, process or group of any of the previously mentioned items in a graphical interface using charts of many types.

Event Server - performs the movement of work in the system between events. Event server processes rules and triggers.

As of the printing of this manual, PowerFlow V1.x is available as an integrated product with FPmulti and FPreport. It requires a minimum of a level II server connection and client license as it requires FPmulti to execute. PowerFlow V5.x is initially available as a standalone product requiring a Level I server connection and client license. PowerFlow V5.x will be integrated with FPmulti at a future point in time.

Gateway and Integration Products**Overview**

The Optika server connection license is based on the number and type of concurrent workstations accessing the Optika server domain as described on the previous page. In addition, the following Optika servers act as gateways to other client platforms.

- **FPweb Server** - Provides access to the documents stored in an **FPmulti** application via an Internet browser.
- **FPnotes Server** - Provides access to the documents stored in an **FPmulti** application via a Lotus Notes client.
- **FPdocs for DOCS OPEN** - Provides access to Optika core imaging and workflow services via a DOCS Open[®] client.

FPweb

FPweb Server is included in the standard Optika Server Domain. The **FPweb Server** provides access to documents (universal, image and **FPreport COLD** pages) stored within **FPmulti**, via the Internet. **FPweb** requires at least one Level I imaging server connection at all times. Additional, Level I imaging server connections should be purchased based on the number of simultaneous users accessing the Optika Server Domain via the **FPweb Server**. The **FPweb Server** requires one server connection for each simultaneous Internet client and releases the server connection after several minutes of inactivity. Thus, many Internet clients may share a pool of server connections. Internet clients accessing **FPweb** do not require a client license. An option to install **FPwebBook** client software is available for faster, encrypted retrieval of documents in their native format using the Optika Viewer. An **FPwebBook** license is required for each Internet client seat using an **FPwebBook**. If an **FPwebBook** is not used, objects will be converted to GIF files and sent back for viewing directly in the browser software.

FPnotes

The **FPnotes Server** is included in the standard Optika Server Domain. **FPnotes** provides access to documents stored in an **FPmulti** application from a Lotus Notes[®] client. **FPnotes** requires a Level I imaging server connection. Level I imaging server connection should be purchased based on the number of simultaneous Notes users accessing the Optika Server Domain. **FPnotes** requires one server connection for each simultaneous Notes client. Each server connection is released after several minutes of inactivity. Therefore, many Notes clients may share a pool of server connections. The viewing of documents (image, universal) by a Notes client is accomplished by utilizing LN:DI from Lotus. Installation of **FPnotes** must be reviewed and approved by Optika engineering services and development prior to placing an order.

Server Products

FilePower Optical Storage Management System - FPdisc Server

FPdisc is a server based software solution which provides multi-user access to optical disks or CD- ROM and/or an optical disk or CD- ROM jukebox for the storage and retrieval of images, universal objects and reports. FPdisc is available for use under Windows 3.1, Windows 95 or Windows NT. FPdisc Server leverages the investment of a jukebox in a multi-user environment by managing and providing access to data stored on the optical or CD drives within the jukebox. Optika develops and maintains a comprehensive library of software drivers for third party hardware. This list of supported optical subsystems is contained in the FilePower Compatibility Chart in the last section of this document.

Only one optical disk jukebox is supported per FPdisc Server. If two jukebox devices are required, two FPdisc Servers must be used, as well as two personal computers attached to the network. Up to eight SCSI addresses are supported by an FPdisc Server. A jukebox requires one address for the robotics and one address for the SCSI adapter leaving six addresses for optical drives. Standalone optical drives are supported in a daisy chain, via appropriate SCSI cabling. The total length of all SCSI cables must be less than 19 feet or three meters and the number of SCSI addresses must be less than eight. Up to 36 FPdisc Servers can be supported on a single network.

FilePower Print Management System - FPprint Server

FPprint Server is an intelligent server based software solutions running under Windows 3.1 or Windows 95 which provides multi-user access to a shared laser printer. FPprint Server leverages the investment in printers in a multi-user environment by managing and providing shared network printing for all of the FilePower client and server products. FPprint Server responds to user requests for objects and is responsible for retrieving the object for printing thus freeing up the requesting workstation for other tasks. A personal computer with a KOFAX or XIONICS document processor board, video logic board and cable set is required for each FPprint Server, unless otherwise noted. FPprint server allows clients to send compressed files to be printed by reference limiting network traffic and increasing performance.

Access to FPprint Server at the client is via the Optika printer/fax driver which operates in the same fashion as other printer drivers. The FilePower print driver permits ANY workstation attached to the network to print ANY type of document to the FPprint Server. FPprint Server will arbitrate all print requests whether that request is from an image-enabled Optika workstation or is a user attached to the network who needs to print a document from a Windows application.

Server Products**FilePower Optical Character Recognition System - FPocr Server**

FPocr is the *FilePower* Optical Character Recognition Server. FPocr converts scanned images and word processing files into pure text information. Computer-readable text that can be used for the comprehensive indexing of a document based on the actual contents. FPocr Server is designed to work on complete pages for full text indexing and does not address zone extraction for inserting into an FPmulti folder using the SQL indexes.

For a hard copy document, a scanner integrated with FPmulti digitizes the paper by creating a bitmap of it. The scanned bitmap image is then forwarded to the FPocr Server. Optical character recognition is the process where the software recognizes patterns of dots or bits from the digitized picture and converts those patterns into computer-readable characters that can be read, processed and indexed by any computing system. For word processing files, the FPocr server extracts the embedded text from the word processor formatting and control characters in the file. The FPocr Server operates independently of the client workstation and provides the text recognition and extraction facilities for all types of scanned images and word processing documents.

FPocr can also be used in the installation of FPdocs for DOCS Open . The results of the OCR process are sent to a specialized full text server which submits the text to the DOCS Open full text server allowing quick and easy searching from the DOCS Open user interface.

FilePower Full Text Indexing System - FPtext Server

The *FilePower* Full Text Indexing Server, FPtext, incorporates powerful text management capabilities to create a truly intelligent text database from the scanned and recognized documents and extracted word processing files received from the FPocr Server. To do this, the FPtext Server takes each word and builds a database dynamically linking documents with related concepts, creating a corporate knowledge-base of all of the documents and files captured and stored into the *FilePower* system.

FilePower Image Enhancement System - FPenhance Server

FPenhance Server has been designed to operate as a core function within the *FilePower* Product Suite. Documents can be scanned on any scanning device and automatically routed to one or more FPenhance Servers which in turn process each image of the batch. After processing, documents are then automatically available to workstations for manual indexing or, if bar codes are used, documents are routed to FPtransact for fast indexing. Each FPenhance Server utilizes a specialized high speed processor to perform each image enhancement operation in just a fraction of a second. This specialized hardware device, purchased separately, easily outperforms "software only" and non-integrated solutions, providing the highest return on investment possible. Designed for production oriented applications, any number of FPenhance Servers can be deployed in a single system allowing tens or even hundreds of thousands of pages to be processed every day.

Each image processed can save as much as 20% of the storage space normally required, allowing many more images on each optical disk or CD-ROM, jukebox or cache. Additionally, each processed image is easier to read when displayed on a monitor, sent as a fax or printed and any number of servers can be deployed to handle the largest volumes of an enterprise.

Scan Products**FlexScan - Canon Scanning**

FlexScan is a standalone product initially designed to support the Canon CanoFile 510. It is available from Complex Imaging Systems. FlexScan interfaces with the CanoFile 510 and Canon DR3020 using a SCSI interface and produces Optika batches. An ISIS Level III driver is required and can be purchased from Pixel Translations. The program uses *FPmulti* login security and creates and accesses *FPmulti* batches and is compatible with other Optika products. Please note that FlexScan does not utilize a server connection license.

KF920

The Kofax KF920 drivers provide an *FPmulti* view station with the ability to scan at low volumes. This level is designed for personal or ad hoc scanning requirements. The only scanners certified for use in this category are the Scan Partner Jr. and 10. This requires a scanner, cable, SCSI card and the KF920 driver. The KF920 drivers are available directly from Kofax.

FPmultiScan

Mid-range scanning capabilities are built into the core *FPmulti* product and are not licensed separately. Typically scanners in this category start at 10 pages per minute and work up to 70 pages per minute. This requires a scanner, cable, interface card (usually Kofax or Xionics) and the associated drivers.

FPsuperScan

FPsuperScan is the *FilePower* software product for use with the Kodak ImageLink 500 and 900 series scanners. There are two different levels of *FPsuperScan*. One supports the Kodak 500 and the other supports the Kodak 9xx series. The Kodak scanners provide document image capture rates from 60 to 110 ppm. *FPsuperScan* is compatible with *FPmulti* and PowerFlow systems. *FPsuperScan* will produce Optika batches for manual indexing. Creation of a TransAct file assumes that the paper documents have bar-codes for acquisition of the indexing data and that *FPenhance* is installed and configured with a customized BCMAPPER program. *FPtransact* must be installed separately. *FPsuperScan* is also completely integrated with *FPenhance* for in-line processing and enhancement of images and creation of *FPtransact* files.

Third Party Vendors

Advanced Technologies International, Inc. (ATI)
361 Sinclair Frontage Rd.
Milpitas, CA 95035
(408) 942-1780
www.ati-usa.com
Product: High speed, intelligent laser printers

Artist Graphics
900 Long Lake Road
St. Paul, MN 55112
(800) 627-8478 (612) 631-7800
www.artgraphics.com
Product: Graphic Accelerator, Hi Res Monitor Cards

BancTec Technologies, Inc.
4435 SpringValley Road
Dallas, TX 75244
214-450-7700
www.bti-ok.com
Product: Scanners

Bell+Howell
Document Management Products Company
6800 McCormick Road
Chicago, IL 60645-2797
(800) 327-4608 (847) 675-7600
www.bellhowell.com
Product: Scanners

Caera Corp.
100 Cooper Ct.
Los Gatos, CA 95030
(800) 535-7226 (408) 395-7000
www.caere.com
Product: OCR - Used in OCR for Forms

Canon U.S.A., Inc.
One Canon Plaza
Lake Success, NY 11042-1198
(800) 652-2666 (516) 328-5000
www.usa.canon.com
Product: Canofile 250, Printers

Cardiff Software, Inc.
1982 La Costa Meadows Drive
San Marcos, CA 92069
(800) 659-8755 (619) 752-5200
www.cardiffsw.com
Product: Forms Design and Processing

Centura Software Corp. (Gupta)
1060 Marsh Road
Menlo Park, CA 94025
(800) 876-3267 (415) 321-9500
www.centurasoft.com
Product: SQLBase DBMS

Complex Imaging Systems
5275 Edina Industrial Blvd., Suite 220
Edina, MN 55439
(612) 835-1500
Product: FilePower add-on software

Cornerstone Imaging, Inc.
1710 Fortune Drive
San Jose, CA 95131-1744
(800) 562-2552 (408) 435-8900
www.corimage.com
Product: High Resolution Display Systems & Scanning front-end software

Cranel, Inc.
8999 Gemini Parkway
Columbus, OH 43240
(800)-288-3475
www.cranel.com
Product: Hardware Distributor

Dallas Digital
624 Krona Suite 160
Plano, TX 75074
(800)-842-6333
Product: Hardware Distributor

Third Party Vendors

Law Cypress

5883 Eden Park Place
San Jose, CA 95138
(800)-344-3044
www.lawcypress.com
Product: Hardware Distributor

Metrum

4800 East Dry Creek Road
Littleton, CO 80122-3700
(800) 638-7862 (303)-773-4420
Product: Jukeboxes

Micro Design International

6985 University Blvd
Winter Park, FL 32792
(800) 920-8205 (407) 677-8333
www.mdi.com
Product: Storage Peripherals

Meridian Data, Inc.

5615 Scotts Valley Drive
Scotts Valley, CA 95066
(800) 767-2537 (408) 438-3100
www.meridian-data.com
Product: CD-ROM writers and arrays

Microsoft Corporation

One Microsoft Way
Redmond, WA 98052-6399
(800) 426-9400 (206) 882-8080
microsoft.com
Products: Windows, Windows NT, SQL Server

Microsystems Technology Inc.

1 Tampa City Center Suite 3410
Tampa, FL 33602
(813) 222-0414
www.mti-info.com
Product: Forms OCR

New Wave Technologies

602 E. Diamond Ave, Suite B
Gaithersburg, MD 20877
(301) 948-5222
Product: Hardware Distributor

Optical Laser

5862 Bolsa Ave. Suite 103
Huntington Beach, CA
(800) 776-9215 (714) 379-4400
www.opticallaser.com
Product: Master Distributor

Panasonic Communications & Systems Company

Division of Matsushita Electric Corp. of America
Two Panasonic Way, 7F-1
Secaucus, NJ 07094-0584
(201) 348-7000
www.panasonic.com
Product: 5 1/4" optical products

PC DOCS Inc.

25 Burlington Mall Road
Burlington, MA 01803
(800) 933-3627 (617) 273-3800
www.pcdocs.com
Product: Text management software

Philips Laser Magnetic Storage

4425 ArrowsWest Drive
Colorado Springs, CO 80907
(800) 777-5674 (719) 593-7900
Product: 12" Optical Products

Photomatrix Corp.

5700 Buckingham Parkway
Culver City, CA 90230-6539
(800) 822-4769 (310) 417-3800
www.photomatrix.com
Product: Scanners

FilePower Compatibility Chart - OPTICAL JUKEBOXES

Make	Model	Driver	Future Domain	Adaptec	Disks	Drive Model	# Drives	MTBF (hours)	MSBF (swaps)	Minimum Release Level
Cygnnet	1602-2	LMS1602-2	Yes	Yes	51	LD4100	2		425,000	3.1
Cygnnet	1802-2	LMS1802-2	Yes	Yes	51	LD4100	2		425,000	3.1
Cygnnet	1802-3	LMS1802-3	Yes	Yes	41	LD4100	3		425,000	3.1
Cygnnet	1802-4	LMS1802-4	Yes	Yes	31	LD4100	4		425,000	3.1
Cygnnet	1803-2	LMS1803-2	Yes	Yes	131	LD4100	2		425,000	3.1
Cygnnet	1803-3	LMS1803-3	Yes	Yes	121	LD4100	3		425,000	3.1
Cygnnet	1803-4	LMS1803-4	Yes	Yes	111	LD4100	4		425,000	3.1
Cygnnet	1802-2	ATG1802-2		ASPI	51	ATG9100	2		425,000	3.1
Cygnnet	1802-3	ATG1802-3		ASPI	41	ATG9100	3		425,000	3.1
Cygnnet	1802-4	ATG1802-4		ASPI	31	ATG9100	4		425,000	3.1
Cygnnet	1803-2	ATG1803-2		ASPI	131	ATG9100	2		425,000	3.1
Cygnnet	1803-3	ATG1803-3		ASPI	121	ATG9100	3		425,000	3.1
Cygnnet	1803-4	ATG1803-4		ASPI	111	ATG9100	4		425,000	3.1
DISC	D170	HPD170	Yes	Yes	170	2.6 GB	1 - 4	40,000	1,000,000	4
DISC	D255	HPD255	Yes	Yes	247	2.6 GB	1 - 6	40,000	1,000,000	4
DISC	D335	HPD335	Yes	Yes		2.6 GB	1 - 6	40,000	1,000,000	4
DISC	D350	HPD350	Yes	Yes	340	2.6 GB	1 - 6	40,000	1,000,000	4
DISC	D425	HPD425	Yes	Yes		2.6 GB	1 - 6	40,000	1,000,000	4
DISC	D510	HPD510	Yes	Yes	514	2.6 GB	1 - 6	40,000	1,000,000	4
DISC	D525	HPD525	Yes	Yes	517	2.6 GB	1 - 6	40,000	1,000,000	4
DISC	D695	HPD695	Yes	Yes		2.6 GB	1 - 6	40,000	1,000,000	4
DISC	D875	HPD875	Yes	Yes		2.6 GB	1 - 6	40,000	1,000,000	4
DISC	D1050	HPD1050	Yes	Yes	1054	2.6 GB	1 - 6	40,000	1,000,000	4
HP	10	SONYHP16	Yes	Yes	16	C1716M	1	80,000	300,000	3.1
HP	20	SONYHP32	Yes	Yes	32	C1716M	1	80,000	300,000	3.1
HP	20C	HPHP32	Yes	Yes	32	C1716C	2	80,000	300,000	3.1
HP	20LT	HPHP16	Yes	Yes	16	1300T	1	80,000	300,000	3.1
HP	20XT	HPHP16	Yes	Yes	16	1300T	1	80,000	600,000	3.1
HP	40T	HPHP32	Yes	Yes	32	C1716T	2	80,000	300,000	3.1
HP	40ST	HP40ST	Yes	Yes	32	C1716T	2	100,000	2,000,000	3.1
HP	80ST	HP80ST	Yes	Yes	64	1300T	4	100,000	2,000,000	3.1
HP	60	N/A	Yes	Yes	88	C1716M	2 or 4	80,000	200,000	3.1
HP	60C	HPHP88	Yes	Yes	88	C1716C	2 or 4	80,000	600,000	3.1
HP	100	N/A	Yes	Yes	144	C1716M	2 or 4	80,000	200,000	3.1
HP	100C	HPHP144	Yes	Yes	144	C1716C	2 or 4	80,000	600,000	3.1
HP	100ST	HP100ST	Yes	Yes	76	C1716T	2	100,000	2,000,000	3.1
HP	120T	HPHP88	Yes	Yes	88	1300T	2 or 4	80,000	600,000	3.1
HP	200T	HPHP144	Yes	Yes	144	1300T	2 or 4	80,000	600,000	3.1
HP	40FX	HP40FX	Yes	Yes	16	2600FX	2	100,000	2,000,000	4.2
HP	80FX	HP80FX	Yes	Yes	32	2600FX	2	100,000	2,000,000	4.2
HP	100FX	HP100FX	Yes	Yes	40	2600FX	2	100,000	2,000,000	4.2
HP	160FX	HP160FX	Yes	Yes	64	2600FX	4	100,000	2,000,000	4.2
HP	200FX	HP200FX	Yes	Yes	76	2600FX	2	100,000	2,000,000	4.2
HP	330FX	HP300/330FX	Yes	Yes	128	2600FX	4 or 6	100,000	2,000,000	4.2
HP	600FX	HP600FX	Yes	Yes	238	2600FX	6	100,000	2,000,000	4.2

FilePower Compatibility Chart - OPTICAL JUKEBOXES

Make	Model	Driver	Future Domain	Adaptec	Disks	Drive Model	# Drives	MTBF (hours)	MSBF (swaps)	Minimum Release Level
Plasmon	RF-22J-703	PANARF22	Yes	Yes	22	RF-7030	1 - 2	80,000	400,000	3.1
Plasmon	RF-25J-703	PANAIDE2	Yes	Yes	25	RF-7030	2	80,000	300,000	3.1
Plasmon	RF-30J-703	PANARF30	Yes	Yes	30	RF-7030	2	80,000	1,000,000	3.1
Plasmon	RF-53J-703	PANARF53	Yes	Yes	53	RF-7030	2	80,000	1,000,000	3.1
Plasmon	RF-60J-703	PANARF60	Yes	Yes	60	RF-7030	2	80,000	1,000,000	3.1
Plasmon	RF-120J-703	PANRF120	Yes	Yes	120	RF-7030	2 or 4	80,000	1,000,000	3.1
Plasmon	RF-180J-703	PANRF180	Yes	Yes	180	RF-7030	2 - 4 -	80,000	1,000,000	3.1
Plasmon	RF-300J-703	PANRF300	Yes	Yes	300	RF-7030	2 - 4 -	80,000	1,000,000	3.1
Plasmon	RF-46J-680	IBMR60		ASPI only	46	RF6800	2	80,000	1,000,000	3.1
Plasmon	RF-92J-680	IBMR60		ASPI only	92	RF6800	2 or 4	80,000	1,000,000	3.1
Plasmon	RF-138J-680	IBMR60		ASPI only	138	RF6800	2 - 4 -	80,000	1,000,000	3.1
Plasmon	RF-20J-695	RF-20JS	Yes	Yes	20	RF6920	1	80,000	1,000,000	4.2
Plasmon	RF-26J-695	RF26JS	Yes	Yes	26	RF6920	2	80,000	1,000,000	4.2
Plasmon	RF-52J-695	RF52JS	Yes	Yes	52	RF6920	2	80,000	1,000,000	4.2
Plasmon	RF-104J-695	RF104JS	Yes	Yes	104	RF6920	2 or 4	80,000	1,000,000	4.2
Plasmon	RF-156J-695	RF156JS	Yes	Yes	156	RF6920	2 - 4 -	80,000	1,000,000	4.2
Plasmon	RF-258J-695	RF258JS	Yes	Yes	258	RF6920	2 - 4 -	80,000	1,000,000	4.2
Sony	OSL-2000-10	OSL2000	Yes	Yes	20	SMO-F21-	1	50,000	1,000,000	3.1
Sony	OSL-2000-20	OSL2000	Yes	Yes	20	SMO-F21-	2	50,000	1,000,000	3.1
Sony	WDA-E330	SONY330	Yes	Yes	11	WDD-930	1	20,000		3.1
Sony	610	SONYSON	Yes	Yes	50	WDD-600	2			3.1
Sony	WDD-930	SONY930	Yes	Yes	67	WDD-930	2	20,000		3.1
Sony	WDD-930	SONY930	Yes	Yes	77	WDD-930	1	20,000		3.1
VADOptics	1500-J22	PANARF22	Yes	Yes	22	RF-7030	1			3.1
VADOptics	1500-J24	PANA7324	Yes	Yes	24	7300	2	40,000	1,000,000	3.1
VADOptics	1500-J28	PANA7328	Yes	Yes	28	7300	1	40,000	1,000,000	3.1
VADOptics	1500-J30	PANARF30	Yes	Yes	30	RF-7030	2		1,000,000	3.1
VADOptics	1500-J50	PANAPANA	Yes	Yes	50	7300	2	40,000	1,000,000	3.1
VADOptics	1500-J60	PANARF60	Yes	Yes	60	RF-7030	2		1,000,000	3.1
VADOptics	1500-J120	PANRF120	Yes	Yes	120	RF-7030	2 or 4		1,000,000	3.1
VADOptics	1500-J180	PANRF180	Yes	Yes	180	RF-7030	2 - 4 -			3.1
VADOptics	1500-J300	PANRF300	Yes	Yes	300	RF-7030	2 - 4 -		1,000,000	3.1

FilePower Compatibility Chart - Scanners

Make	Model	Mode	Kofax	SCSI	Xionics	DPI	IPM Simplex	IPM Duplex	Paper Size	Minimum Release Level
Bell&Howell	FB1000	Simplex	2.12 Drivers 7300 92xx	SC1010 Fujitsu Cable		200	36		A, legal, A3	4.3
Bell&Howell	2135	Simplex	7300		Turbo	200	36		A, legal, A4, A5	3.1
Bell&Howell	2137A	Simplex	9250		Turbo	200	48		A, legal, A4, A5	3.1
Bell&Howell	2138A	Simplex	9250- 1301		Turbo	200	72		A, legal, A4, A5	3.1
Bell&Howell	3338A	Simplex	9250		Turbo	200-300	42		A, legal, B, A3, A4, A5	3.1
Bell&Howell	6338A	Duplex	2-9250		Turbo	200-300	21	42	A, legal, B A3, A4, A5	3.1
Fujitsu	ScanPartner Jr.	Simplex	KF920	1515	-	200-300	6		A, legal, A4	3.1
Fujitsu	ScanPartner10	Simplex	KF920	1515	-	200-300	10		A, legal, A4	3.1
Fujitsu	M3093E	Simplex	7300		Turbo	200-300	25		A, legal, A4, A5	3.1
Fujitsu	M3096 E,E+,F	Simplex	7300		Turbo	200-300	19		A, legal, B A3, A4, A5	3.1
Fujitsu	M3096G	Simplex	KF920	1542	-	200-300	19		A, legal, B A3, A4, A5	3.1
Fujitsu	M3097E	Simplex	7300		Turbo	200-300	39		A, legal, B A3, A4, A5	3.1
Fujitsu	M3099A	Duplex	9275- 1301		Turbo	200-300	55	50	A, legal, B A3, A4, A5	3.2
HP	ScanJet IIC/IIP	Simplex	KF920	HP	-	300	6		A, legal, A4	3.1

FilePower Compatibility Chart - Scanners

Make	Model	Mode	Kofax	SCSI	Xionics	DPI	IPM	IPM	Paper Size	Minimum Release
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									Level
ATI	All Models	Simplex				300	15-50	A, legal, B, A3, A4, A5	3.1
Canon	Mark II	Simplex	7400		Turbo	300	8	A, legal, A4	3.1
Canon	Mark III	Simplex	7400		Turbo	300	8	A, legal, A4	3.1
Canon	Mark III+	Simplex	7400		-	300	8	A, legal, A4	3.1
Canon	SX	Simplex	7400		-	300	8	A, legal, A4	3.1
DEC	2100	Simplex	-		Turbo	300	8	A, legal, A4	3.1
Fujitsu	PrintPartner 30i	Simplex	9275-1303		-	300	30	A, legal, B, A3, A4, A5	3.1
HP	LaserJet II	Simplex	7400		-	300	8	A, legal, A4	3.1
HP	LaserJet III	Simplex	7400		-	300	8	A, legal, A4	3.1
HP	LaserJet IIID	Duplex	7400		-	300	8	A, legal, A4	3.1
HP	LaserJet IIIsi	Duplex	9250-1206		Turbo	300	17	A, legal, A4	3.1
HP	LaserJet 4	Simplex	7400	XipPrint	Turbo	600	8	A, legal, A4	3.1
HP	LaserJet 4si	Duplex	9250-1208	XipPrint II	Turbo	600	17	A, legal, A4	3.1
HP	LaserJet 4+	Simplex			Turbo	600	12	A, legal, A4	3.1
HP	LaserJet 5/5M/5N	Simplex		XipPrint II		600	12	A, legal, A3, A4, executive	4.3
HP	LaserJet 5Si	Simplex		XipPrint II		600	24	A, legal, A4, executive, 11 x 17, A3, B3, B4	4.3
HP	LaserJet 5Si MX	Simplex		XipPrint II		600	24	A, legal, A4, executive, 11 x 17, A3	4.3
Lexmark	4019	Simplex	7400		Turbo	300	10	A, legal, A4, A5	3.1
Lexmark	4029	Simplex	7400		Turbo	300	10	A, legal, A4, A5	3.1
Panasonic	KV-SP500	Simplex	9210		-	300	4	A, legal, A4	3.1
Panasonic	KV-SP505	Simplex	9250 rev E		-	300	4	A, legal, A4	3.1
QMS	All Models	Simplex				300	15-50	A, legal, A4	3.1
Xerox	4030	Simplex	-		Turbo	300	11	A, legal, A4	3.1

**Optika Imaging Systems
eMedia Product Solutions**

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Terms of Sale

Shipping and Handling

Shipping and handling will be prepaid and added to all invoices. Optika will determine the carrier for all shipments unless specified otherwise on the purchase order. A minimum shipping & handling charge of \$30.00 will be included for each domestic (USA) purchase order to Optika. A minimum handling charge of \$40.00 will be included for each international (outside USA) purchase order to Optika.

Re-stocking Fee

There is a re-stocking fee charged on any unused Optika product returned to Optika within 30 days of product shipment. The fee is 10% of the current Suggested Retail Price (SRP) of the returned products. Optika will only accept returns within 30 days of original product shipment.

Wire Transfers

The Advantage Partner is responsible for all wire transfer fees.

Credit Terms

All purchase orders to Optika must clearly state the Advantage Partner's credit terms as agreed upon with Optika.

Software Escrow

Access to Optika's software escrow account is available to Advantage Partners and end users of Optika's products upon the occurrence of certain events. Each Advantage Partner and end user must register for the escrow account in order to access the source code. Initial registration and yearly renewal fees are paid directly to Data Securities International, Inc. at (415) 398-7900. The software escrow account is frequently updated with the source code for the full family of Optika products.

Customer Profile Form

An order for Optika products cannot be fulfilled without a fully completed Customer Profile Form for each end user.

Product Deliverable

Unless otherwise specified on the Advantage Partner's purchase order, all orders will be fulfilled and shipped with Optika's current generally available product. The order will be considered complete at the time of shipment.

Pricing Structure

Optika eMedia product solutions consist of client licenses and concurrent server connection licenses. The pricing for client licenses is based on named users and the pricing for server connections is based on concurrent users. The pricing for server connections is based on the cumulative number of server connections per system. Additional orders for server connections are priced based on the pricing level for the cumulative number of server connections. For example, if a customer has previously purchased 100 server connections and wants to purchase an additional 10 connections, the customer would purchase those connections using the 100-199 pricing level, not the 10-24 pricing level (since its cumulative total will now be 110 connections).

Product Descriptions and Specifications

This Price Book does not provide definitive descriptions or specifications of the Optika product solutions. Please refer to data sheets, release notes, and product documentation for complete product information. Advantage Partners are required to attend training and certification to sell all products listed in this book.

Warranty

Optika warrants to the customer for a period of ninety (90) days from the date of shipment, when used on approved platforms as identified by Optika, that products will perform substantially as described in the documentation. See Optika's Software License Agreement for full terms of warranty.

Optika eMedia Client Licensing**Client Licensing Overview**

The client license is defined as each workstation that is configured to execute one or more of the Optika eMedia product solutions. The client license is not a concurrent server connection (see Server Connection Licensing section for concurrent pricing). There are currently three distinct eMedia clients that form a complete eMedia product solution. Many customers will find that a combination of client licenses will best address the needs of each and every individual in the enterprise and beyond. The available clients are as follows:

Standard Client License - Suggested Retail Price Per License

SKU #	Client Type	Price	Description
CL-101	Production Client	\$150.00/each	A dedicated 32-bit production client for users who utilize one or more of the Optika eMedia product solutions on a regular basis.
CL-102	Internet Client	Free of charge	A Web browser-based client for the Internet that is HTML based and/or utilizes the same Active X components as the Production client. This client is designed primarily for remote and distributed users who utilize one or more of the Optika eMedia product solutions.
CL-103	LOB Integration	Free of charge	An integration of eMedia tools into the user's primary line-of-business (LOB) application, allowing the LOB to essentially become the client interface in accessing one or more of the Optika eMedia product solutions.

Because eMedia is designed to benefit *every person* across the enterprise and value chain we offer an alternative pricing model that allows an unlimited number of users access to the eMedia production client. This model is especially cost-effective for large companies and all other growing companies that wish to eliminate the hassle of purchasing additional individual clients when the need arises. The following table describes charges for licenses of this type:

Client Site and Client Enterprise Licenses - Suggested Retail Price

SKU #	Type	Price	Description
CL-121	Client Site License	\$25,000	A client site is defined as all users within a corporation and/or the corporation's value chain. The site license is limited to a 50-mile radius from the locality where the server domain is installed. <i>This price does not include server connections.</i>
CL-122	Client Enterprise License	\$75,000	An enterprise is defined as all users worldwide within a corporation and/or the corporation's value chain. <i>This price does not include server connections.</i>

Server Connection Licensing**Server Connection Licensing – Overview**

Server connection licensing is based on the number of concurrent workstations within the enterprise that will access the Optika eMedia standard servers (see page seven for list of standard servers). All standard servers are included at no additional charge. The license fee for each server connection is based on the cumulative number of server connections licensed by the customer. Note that a two-product solution server connection or a three-product solution server connection counts as a *single server connection*. For example, suppose a customer has 10 COLD server connections and 15 COLD/Image/Document Management server connections and desires to purchase an additional 20 complete eMedia Framework server connections. This customer would be considered to have a total of 45 server connections and the pricing for the additional 20 eMedia Framework server connections would be based on the 25-49 server connection pricing.

Server Connections – Suggested Retail Price Per Connection

Server Connection Quantity	Single eMedia Product Solutions			Two eMedia Product Solutions			eMedia Framework
	COLD	Image/DM	Workflow	COLD, Image/DM	COLD, Workflow	Image/DM, Workflow	COLD, Image/DM, Workflow
	SKU# SC-201	SKU # SC-202	SKU # SC-203	SKU# SC-221	SKU# SC-222	SKU# SC-223	SKU# SC-251
1-9	\$2,800	\$3,500	\$1,500	\$4,725	\$3,440	\$4,000	\$5,070
10-24	\$2,240	\$2,800	\$1,200	\$3,780	\$2,752	\$3,200	\$4,056
25-49	\$1,680	\$2,100	\$900	\$2,835	\$2,064	\$2,400	\$3,042
50-99	\$1,120	\$1,400	\$600	\$1,890	\$1,376	\$1,600	\$2,028
100-199	\$952	\$1,190	\$510	\$1,607	\$1,170	\$1,360	\$1,724
200-399	\$756	\$945	\$405	\$1,276	\$929	\$1,080	\$1,369
400-599	\$616	\$770	\$330	\$1,040	\$757	\$880	\$1,115
600-799	\$560	\$700	\$300	\$945	\$688	\$800	\$1,014
800-999	\$504	\$630	\$270	\$851	\$619	\$720	\$913
1,000-1,249	\$476	\$595	\$255	\$803	\$585	\$680	\$862
1,250-1,499	\$448	\$560	\$240	\$756	\$550	\$640	\$811
1,500+	\$420	\$525	\$225	\$709	\$516	\$600	\$761

Extending the Enterprise to the Value Chain

Optika customers will want to realize the full value and advantage that eMedia has to offer by recruiting their value chain partners and customers to join them in making their inter-company transactions more efficient via eMedia. Optika transcends traditional collaborative solutions by reducing the cost barrier that otherwise restricts customers from communicating electronically with their partners.

Optika will provide FREE additional server connections, equivalent to 10% of a customer's purchased server connections, to customers for use by their value chain partners. For example, if a customer purchases 100 server connections, Optika will give the customer 10 FREE connections for value chain partners' usage. *The free connections will be issued to the customer only after the required form for each participating value chain partner is completed and returned to Optika.* However, value chain licenses are not limited to 10 connections; a customer can allot to its value

chain partners as many additional server connections as desired, but these additional server connections must be purchased at regular price (see Server Connection Licensing and/or Enterprise Licensing pricing).

Enterprise Licensing

Enterprise Licensing – Overview

Note: Only Enterprise Solutions Delivery Partners may quote Enterprise Licensing.

Because eMedia is designed to benefit *every person* in the enterprise and the value chain, we offer an alternative pricing model that allows *an unlimited number of users* to access the eMedia server domain at any given time. This model is especially cost-effective for larger companies and all other growing companies that wish to eliminate the hassle of purchasing additional individual server connections when the need arises. Furthermore, just as with Server Connection Licensing pricing, standard servers are included at no additional charge.

Enterprise Licensing – Suggested Retail Price

Enterprise Licensing includes access to the eMedia Framework of Imaging/Document Management, COLD and Workflow product solutions. The price DOES NOT include any present and/or future eMedia add-ons.

Unlimited Server Connections		Single eMedia Product Solutions
SKU #	Location	
EL-301	Installation for First Continent*	\$500,000
EL-302	Each Additional Continent*/**	\$250,000

*A continent shall be defined as one of the seven named continents (North America, South America, Europe, Asia, Australia, Africa, and Antarctica) in which the Optika Request Broker is installed.

**Charges for each additional continent are incurred when the Optika Request Broker is installed anywhere in that continent.

Enterprise Maintenance Charge

The Enterprise Maintenance charge for the first year of coverage will be 10% of the total license fee. Subsequent years will be based on the greater of either 20% of the total license fee or the amount of the actual average usage, multiplied by \$150 per concurrent connection. Optika will audit the customer's usage in order to calculate the actual average usage over the applicable period.

eMedia Add-ons

Optika will release, from time to time, additional modules that will extend the benefits of the eMedia Framework. Below are examples of currently planned eMedia add-ons. These items are not included in the standard Client, Server Connection, or Enterprise licensing. Additional license fees will be charged for use of these items.

EDI – Electronic Data Interchange

All EDI components, translators and /or converters will be priced separately when the EDI functionality becomes available in the product.

eForms – Electronic Forms

Implementation of the eMedia electronic forms component provides companies with a useful way of eliminating paper and conducting business transactions via eforms. The eMedia eforms module will be priced separately when the functionality is integrated into the product.

Upgrades

Upgrading Number of eMedia Client Licenses

The pricing for upgrading client licenses is equal to the regular client license price. In other words, for every added production client, the price is \$150, just as it would be for the initial eMedia purchase. Because non-production clients (i.e. Internet, LOB integration) are free, there is obviously no upgrade price for additional clients of this type.

Upgrading Number of eMedia Server Connections

The pricing for upgrading server connections is based on the cumulative number of server connections per system. That is, additional orders for server connections are priced based on the pricing level for the cumulative number of server connections for that system, including the quantity currently being purchased. For example, if a customer has 750 server connections and wants to upgrade to 800 server connections, the price for the additional 50 server connections is based on the 800-999 quantity price level rather than the 50-99 quantity price level.

Upgrading to Additional eMedia Product Solutions

eMedia pricing is simple and straightforward when adding eMedia product solutions. The upgrade price for purchasing additional eMedia product solutions is priced the same as if buying the product solution(s) for the first time (refer to Server Connection Licensing pricing). *There is no separate pricing model for upgrading number of eMedia product solutions**. For example, if a customer purchased 100 Imaging/Document Management-only server connections at \$1,190 per server connection, and wishes to upgrade to the entire eMedia framework, the price is based on purchasing 100 COLD and Workflow server connections at \$1,170 per server connection. The upgrade price is NOT based on the eMedia Framework price minus the Imaging/Document Management price. All upgrades are configured as the number of concurrent workstations that are being upgraded multiplied by the dollar figure of the applicable product solution(s).

*Although there is no separate pricing model, please use the SKU numbers in the table below when upgrading to additional eMedia product solutions.

ADD Single eMedia Product Solution			ADD Two eMedia Product Solutions		
COLD	Image/DM	Workflow	COLD, Image/DM	COLD, Workflow	Image/DM, Workflow
SKU# SC-271	SKU # SC-272	SKU # SC-273	SKU# SC-274	SKU# SC-275	SKU# SC-276

Converting Individual eMedia Server Connections to eMedia Enterprise Licensing

For those customers who have already purchased a number of individually priced Server Connection Licenses and wish to take advantage of Enterprise Licensing, Optika provides a pricing path that allows them to do so easily and cost-effectively. A credit is given to these customers that is equivalent to 50% of the Optika license revenue generated from the customer's licensing of server connections during the previous twelve months.

Software Assurance

Software Assurance – Overview

Software Assurance coverage provides telephone support and all software upgrades for the same major software version up to version X.999, where X is the major version. Software Assurance is NOT an extension of the warranty period, rather it runs concurrently with the warranty period.

Optika provides four different levels of support as follows:

- ❑ **Basic Software Assurance** – All support services under this plan are provided to the Advantage Partner by Optika for the customer current on this plan. These support services include:
 1. Unlimited support calls regarding Optika product solutions, from the Advantage Partner to Optika, between the hours of 7:00 AM and 6:00 PM Mountain Time, Monday through Friday,
 2. A Subscription to Optika's Eye on Support Technical Bulletin,
 3. Access to Optika's Technical Support Knowledge Base,
 4. Access to Optika's BBS/Web site providing utilities and patches.
- ❑ **Standard Software Assurance** – This plan includes all of the services provided in *Basic Software Assurance* listed above with the addition of extended hours of support for critical issues, providing coverage 24 hours/day, 7 days/week, 365 days/year. As with *Basic Software Assurance*, these services are provided only to the Advantage Partner.
- ❑ **Mission Critical Software Assurance** – This plan is an add-on to either the *Basic* or *Standard Software Assurance* plans listed above. *Mission Critical Software Assurance* requires the purchase of either *Basic* or *Standard Software Assurance* and is priced on a per site basis. In addition to the services provided to the Advantage Partner under those plans, the following services are provided directly to the customer:
 5. On-site visits within forty-eight hours for unresolved critical issues,
 6. A named technical support engineer who will call once a month to review open issues and related action plans,
 7. One site visit from a Senior Systems Engineer each year at no charge,
 8. Free tuition for one student for one Optika Technical Certification course,
 9. A Subscription to Optika's Eye on Support Technical Bulletin,
 10. Access to Optika's Technical Support Knowledge Base,
 11. Access to Optika's BBS/Web site providing utilities and patches, and
 12. A 10% discount on any technical training course attended at Optika.
- ❑ **Customer Choice Software Assurance** – This plan gives the customer a choice to call either Optika or the Advantage Partner for any Optika software support incident. The customer is required to have two designated contacts and complete the Optika technical certification courses for the product solutions covered under this plan. The following services will be provided to both the customer and the Advantage Partner in support of the Optika software covered under this plan:
 13. All of the services included in *Basic Software Assurance* listed above,
 14. Extended hour coverage for critical issues, providing support 24 hours/day, 7 days/week, 365 days/year,
 15. Response Time - Optika will respond to any critical Optika software issue within 4 hours. A critical issue is defined as the Optika system being down and non-operational, and
 16. Developer Support - Support for application development efforts using Optika integration tools. This support is limited to the use of Optika development tools and APIs.
- ❑ **Direct Software Assurance** – This plan is identical to the *Customer Choice* plan except there is no Advantage Partner involved.

Standard Servers: *Customers that have purchased Software Assurance* are entitled to install an unlimited number of Optika servers from the following list: Request Broker, Information Broker, Alert Server, Name Server, DSMS, Package Broker Server, Security Admin, Storage Server, Print Server, Fax Server, Filer, and Event Server. Note: If installing more than one of each standard server, additional SWA costs apply. *Customers that have NOT purchased Software Assurance*

must pay server costs for each additional server beyond those that are included (i.e. one of each standard server). Please see the "Annual Software Assurance/Standard Retail Price per Additional Server" table on page eight for pricing.

Software Assurance - Pricing

Software Assurance (SWA) pricing is based on the type of coverage desired (Basic, Standard, Customer Choice/Direct, or Mission Critical), the timing of the order and payment of initial coverage (with initial order, or after order), and the timing of renewal payment for existing coverage (prior to coverage expiration or after coverage expiration).

The cost per year to the Advantage Partner for Basic and Standard Software Assurance is listed in the table below. SWA is based on a percentage of the suggested retail price (SRP) of all software. The percentage covers all of the seat licenses, server connections and one of each Optika standard server installed. Additional Optika servers require an additional per unit SWA charge. All SWA prices are stated in cost to the Advantage Partner and are not subject to any type of discount structure. Optika bills the cost of Customer Choice/Direct SWA directly to the customer. A portion of the Customer Choice SWA will be paid to the Advantage Partner quarterly as has been previously published in the *Customer Choice Support Plan Description*, which may be obtained from Optika Sales Support. Optika will bill the additional \$20,000 for Mission Critical SWA directly to the customer.

SWA can be calculated by multiplying the total SRP of all server connections and seat licenses by the percentage in the table below. This covers all seats and server connections as well as one copy of each Optika standard server. For each additional Optika server, use the second table to determine the individual unit cost for SWA.

Software Assurance - Server Connections and Client Licenses (by Order Timing)

SKU #*	Product	Order Timing**	
		I	II
BA-XXX	Basic Software Assurance	8%	15%
SA-XXX	Standard Software Assurance	10%	17%
CC-XXX	Direct/Customer Choice Software Assurance	20%	27%
MC-000	Mission Critical - per site	\$20,000 plus Basic SWA	\$20,000 plus Basic SWA

* The XXX in the Software Assurance SKU number represents the numeric portion of the *corresponding* Product SKU number. For example, the SKU number for Basic Software Assurance on a Production Client License is BA-101, where the "BA" stands for the SWA type and the 101 is the numeric portion of the Product SKU number CL-101.

**Order Timing I With initial order or prior to existing coverage expiration.
 **Order Timing II After initial order or after existing coverage expiration.

Annual Software Assurance/Standard Retail Price per Additional Server

SKU #	Product	Software Assurance Plan			No Software Assurance* Suggested Retail Price (SRP)
		Basic	Standard	Direct or Cust Choice	
SV-401	Request Broker	\$500	\$750	\$1,500	\$10,000
SV-402	Information Broker	\$500	\$750	\$1,500	\$10,000
SV-403	Alert Server	\$250	\$425	\$850	\$5,000
SV-404	Name Server	\$250	\$425	\$850	\$5,000
SV-405	DSMS	\$500	\$750	\$1,500	\$10,000
SV-406	Package Broker Server	\$300	\$400	\$800	\$6,000
SV-407	Security Admin.	\$250	\$425	\$850	\$5,000
SV-408	Storage Server	\$750	\$1,125	\$2,250	\$15,000
SV-409	Print Server	\$150	\$225	\$450	\$3,000
SV-410	Fax Server	\$200	\$300	\$600	\$4,000
SV-411	Filer	\$350	\$525	\$1,050	\$7,000

SV-412	Event Server	\$225	\$325	\$650	\$4,500
SV-413	Workflow Builder*	\$225	\$325	\$650	\$4,500

* The SRP for each additional server applies ONLY to customers that opt NOT to subscribe to any Optika SWA plan.

**Although Workflow Builder is NOT a server, additional Workflow Builders require additional SWA per copy

**Microsystems
Technology, Inc.**

Microsystems Technology, Inc.

One Tampa City Center, Suite 2900, Tampa, FL USA 33602-5193

Tel (813) 222-0414

Fax (813) 222-0018

U.S. Retail Price List

Effective: December 1, 1997

OCR for Forms™ (OCRFF) Version 2.2

NETWORK STAND-ALONE STATIONS

Forms Processing Station ¹	\$9,750.00
Bar Code Recognition (BCR)	\$1,500.00
PDF-417(2D) Bar Code Recognition (BCR2D)	\$1,500.00
Reader Response Recognition (RRR)	\$1,500.00
Conditional Procedures w/Advanced ASCII Controls	\$1,250.00
ODBC Interface(1 per Station/drivers incl.)	\$500.00
High Speed Verification	\$250.00
Indexing / OMR Station^{1,2}	\$4,750.00
Conditional Procedures w/Advanced ASCII Controls	\$625.00
ODBC Interface(1 per Station/drivers incl.)	\$500.00
High Speed Verification	\$250.00

NETWORK MODULES³

Form Design Module (Interactive only) ⁴	\$3,500.00
Form Design Module (Interactive & Batch) ⁵	\$4,500.00
Scan/Import Module	
1 Scanners ⁶	\$1,500.00
Level 2 Scanners ⁷	\$3,500.00
Level 3 Scanners ⁸	\$7,500.00
Quality Assurance Module	\$1,500.00
Form ID Module ⁹	\$1,500.00
Form ID Exception Processing Module	\$1,000.00
Data Extraction Module ⁹	\$5,500.00
Bar Code Recognition (BCR)	\$1,500.00
PDF-417(2D) Bar Code Recognition (BCR2D)	\$1,500.00
Reader Response Recognition (RRR)	\$1,500.00
Conditional Procedures w/Advanced ASCII Controls	\$1,250.00
ODBC Interface(1 per Station/drivers incl.)	\$500.00
Verify Module	\$2,500.00
High Speed Verification	\$250.00
ODBC Interface(1 per Station/drivers incl.)	\$500.00

NETWORK LICENSED MODULES

AccuZip™ ¹⁰	
City, State, Zip+4 (Only Avail. On CD)	\$3,500.00

ADDITIONAL MTI SOFTWARE APPLICATIONS

Fax Manager™ System (with 1 port) ¹¹	\$2,000.00
Each Additional Port (maximum 32 ports/PC)	\$500.00
MTI Report Writer	\$1,000.00

WorkLoad Manager™ (WLM) ^{12,13}

• Station Management	\$7,500.00
• Additional Monitoring Station	\$1,000.00

Uni-Form™ (UF) ¹²

• Form Design	\$695.00
• OCRFF Version 2.2 Interface ¹³	\$800.00

Information XChange™ (IX) ^{12,14}

• Sources	
OCRFF	\$1,000.00
ODBC & ASCII Wizard Interface (Drivers Incl.)	\$1,500.00
IDR for Reports	\$1,000.00
• Destinations	
Level 1	\$1,500.00
ODBC & ASCII Wizard Interface (Drivers Incl.)	
Level 2	\$2,500.00
Information Broker, Watermark	
Level 3	\$5,000.00
Optika	

IDR for Reports™ (IDRFR) ¹²

• One (1) User License	\$1,000.00
• Five (5) User License	\$4,000.00

Information Broker™ (IB) ^{12,14}

• Administration Server (includes 1 user license) ¹⁵	\$2,500.00
• Additional One (1) User License	\$500.00
• Additional Five (5) User License	\$2,000.00

TRAINING AND USER GUIDES

• OCR for Forms	
Basic (5 days) ¹⁶	\$2,500.00
Advanced (3 days) ¹⁷	\$1,500.00
Certification (3 days) ¹⁸	\$2,500.00
• WorkLoad Manager (1 day)	\$500.00
• Fax Manager (1 day)	\$500.00
• Uni-Form (2 days)	\$1,000.00
• Information Xchange (2 days)	\$1,000.00
• Information Broker (3 days)	\$1,500.00
• IDR for Reports (1 day)	\$500.00
• OCR for Forms User Guide (additional copy)	\$150.00

All classes are held at MTI's Corporate Offices in Tampa, Florida. Cost includes the hotel expense, continental breakfasts, and lunches.

**ALOS Partner
Program**

PARTNER PROGRAM

DocuWare Pricing

Effective December 1, 1996

<u>Product</u>	<u>Suggested List</u>	<u>Premium Support</u>
DocuWare 3.1c Software	\$ 3,600	\$ 374.40
<u>Network</u>		
<i>(DocuWare 3.1c Software also required)</i>		
DocuWare NL	\$ 1,200	\$ 124.80
DocuWare 5NL	\$ 5,100	\$ 530.40
DocuWare 10NL	\$ 9,000	\$ 936.00
DocuWare 15NL	\$14,100	\$1,466.40
DocuWare 20NL	\$15,000	\$1,560.00
DocuWare Unlimited	\$19,800	\$2,059.20
<u>Read-Only Network</u>		
<i>(DocuWare 3.1c Software also required)</i>		
DocuWare NL	\$ 600	\$ 62.40
DocuWare 5NL	\$ 2,550	\$ 265.20
DocuWare 10NL	\$ 4,500	\$ 468.00
DocuWare 15NL	\$ 7,050	\$ 733.20
DocuWare 20NL	\$ 7,500	\$ 780.00
DocuWare Unlimited	\$ 9,900	\$1,029.60
<u>Modules</u>		
CDMAKER	\$ 3,000	\$ 312.00
RECOGNITION	\$ 2,400	\$ 249.60
AUTOINDEX	\$ 2,400	\$ 249.60
LINK	\$ 2,400	\$ 249.60
FAXSERVER	\$ 1,200	\$ 124.80
OLESERVER	\$ 550	\$ 57.20
OLESERVER-Multi	\$ 2,650	\$ 275.60
COLD/READ	\$ 4,990	\$ 518.96
Canofile Conversion	\$ 2,390	\$ n/a
Internet Server	\$10,000	
ODBC Module	\$5,000	

ALOS

Kofax



KOFAX IMAGE PRODUCTS
 3 JENNER STREET
 IRVINE, CA 92618-3802
 PHONE: 714-727-1733
 FAX: 714-727-3144
 WEB: <http://www.kofax.com>

Ascent List Price

October 1997

In the following model numbers, substitute the "x" for the appropriate number representing the desired version: 1 = Standard, 2 = IBM VisualInfo, and 4 = IBM ImagePlus/400 (WAF).

Model	Description	List Price
Ascent Capture Scan Station Software version 2.1 (See Notes 1 & 2)		
AC-x000-1200	Ascent Capture 1 Pack	\$7,995
UC-x000-1000	Update Service (Required)	\$1,199
AC-x000-1201	Ascent Capture 3 Pack	\$21,995
UC-x000-1001	Update Service (Required)	\$3,299
AC-x000-1202	Ascent Capture 10 pack	\$69,995
UC-x000-1002	Update Service (Required)	\$10,499
AC-x000-1203	Ascent Capture 25 Pack	\$169,995
UC-x000-1003	Update Service (Required)	\$25,499
AC-x000-1204	Ascent Capture 50 Pack	\$329,995
UC-x000-1004	Update Service (Required)	\$49,499
Ascent Capture Workstation Software version 2.1 (See Notes 1 & 2)		
AC-x000-2200	Ascent Capture 1 Pack	\$2,495
UC-x000-2000	Update Service (Required)	\$374
AC-x000-2201	Ascent Capture 3 Pack	\$6,995
UC-x000-2001	Update Service (Required)	\$1,049
AC-x000-2202	Ascent Capture 10 Pack	\$21,995
UC-x000-2002	Update Service (Required)	\$3,299
AC-x000-2203	Ascent Capture 25 Pack	\$52,995
UC-x000-2003	Update Service (Required)	\$7,949
AC-x000-2204	Ascent Capture 50 Pack	\$99,995
UC-x000-2004	Update Service (Required)	\$14,999
Ascent Capture Scan Lite Software version 2.1 (See Notes 1 & 2)		
AC-x100-1200	Ascent Capture 1 Pack	\$3,495
UC-x100-1000	Update Service (Required)	\$524
AC-x100-1201	Ascent Capture 3 pack	\$9,495
UC-x100-1001	Update Service (Required)	\$1,424
AC-x100-1202	Ascent Capture 10 Pack	\$29,995
UC-x100-1002	Update Service (Required)	\$4,499

<i>Model</i>	<i>Description</i>	<i>List Price</i>
AC-x100-1203	Ascent Capture 25 Pack	\$73,995
UC-x100-1003	Update Service (Required)	\$11,099
AC-x100-1204	Ascent Capture 50 Pack	\$143,995
UC-x100-1004	Update Service (Required)	\$21,599
Ascent Storage (v3.11) for NetWare, Standalone (See Notes 1 & 2)		
US-1001-7000	Update Service (Required)	\$149
AS-1001-7200	Maxoptix T4-2600 Optical Disk Drive	\$995
AS-1101-7200	HP 1300T (C2550A/C1716T) Optical Disk Drive	\$995
US-1101-7000	Update Service (Required)	\$149
AS-1111-7200	HP 2600fx Optical Disk Drive	\$995
US-1111-7000	Update Service (Required)	\$149
AS-1205-7200	Sony CMO-N531 Optical Disk Drive	\$995
US-1205-7000	Update Service (Required)	\$149
AS-1206-7200	Sony WDD-931 Optical Disk Drive	\$1,995
US-1206-7000	Update Service (Required)	\$299
AS-1209-7200	Sony 541/591 Family of Optical Disk Drives	\$995
US-1209-7000	Update Service (Required)	\$149
AS-1302-7200	Panasonic LF-7090 Optical Disk Drive	\$995
US-1302-7000	Update Service (Required)	\$149
AS-1304-7200	Panasonic LF-7390 Optical Disk Drive	\$995
US-1304-7000	Update Service (Required)	\$149
AS-1305-7200	Panasonic LF-7394 Optical Disk Drive	\$995
US-1305-7000	Update Service (Required)	\$149
AS-1306-7200	Panasonic LF-5300 Optical Disk Drive	\$995
US-1306-7000	Update Service (Required)	\$149
AS-1310-7200	Panasonic LF-5090 Optical Disk Drive	\$995
US-1310-7000	Update Service (Required)	\$149
AS-1615-7200	Plasmon DW260 Optical Disk Drive	\$995
US-1615-7000	Update Service (Required)	\$149
AS-1704-7200	IBM 0632C4 Family of Optical Disk Drives	\$995
US-1704-7000	Update Service (Required)	\$149
Ascent Storage (v3.11) for NetWare, Jukebox (See Notes 1 & 2)		
US-1002-7000	Update Service (Required)	\$1,199
AS-1002-7200	Maxoptix MX552 Jukebox	\$7,995
AS-1003-7200	Maxoptix MX5104 Jukebox	\$14,995
US-1003-7000	Update Service (Required)	\$2,249
AS-1004-7200	Maxoptix MX5156 Jukebox	\$14,995
US-1004-7000	Update Service (Required)	\$2,249

<i>Model</i>	<i>Description</i>	<i>List Price</i>
AS-1005-7200	Maxoptix MX5258 Jukebox	\$19,995
US-1005-7000	Update Service (Required)	\$2,999
AS-1112-7200	HP 40fx Jukebox	\$3,995
US-1112-7000	Update Service (Required)	\$599
AS-1113-7200	HP 80fx Jukebox	\$6,995
US-1113-7000	Update Service (Required)	\$1,049
AS-1114-7200	HP 160fx Jukebox	\$10,995
US-1114-7000	Update Service (Required)	\$1,649
AS-1115-7200	HP 200fx Jukebox	\$12,995
US-1115-7000	Update Service (Required)	\$1,949
AS-1116-7200	HP 330fx Jukebox	\$14,995
US-1116-7000	Update Service (Required)	\$2,249
AS-1117-7200	HP 600fx Jukebox	\$19,995
US-1117-7000	Update Service (Required)	\$2,999
AS-1202-7200	Sony WDA-E330 Jukebox	\$8,995
US-1202-7000	Update Service (Required)	\$1,349
AS-1204-7200	Sony WDA-E930 Jukebox	\$19,995
US-1204-7000	Update Service (Required)	\$2,999
AS-1208-7200	Sony OSL-600x-x1 Jukebox	\$7,995
US-1208-7000	Update Service (Required)	\$1,199
AS-1201-7200	Sony OSL-200x-x1 Jukebox	\$3,995
US-1201-7000	Update Service (Required)	\$599
AS-1210-7200	Sony OSL-200x-x2 Jukebox	\$3,995
US-1210-7000	Update Service (Required)	\$599
AS-1217-7200	Sony OSL-2500 Jukebox	\$4,995
US-1217-7000	Update Service (Required)	\$749
AS-1211-7200	Sony OSL-6000-x2 Jukebox	\$7,995
US-1211-7000	Update Service (Required)	\$1,199
AS-1212-7200	Sony OSL-10000 Jukebox	\$14,995
US-1212-7000	Update Service (Required)	\$2,249
AS-1213-7200	Sony OSL-15000 Jukebox	\$17,995
US-1213-7000	Update Service (Required)	\$2,699
AS-1214-7200	Sony OSL-25000 Jukebox	\$19,995
US-1214-7000	Update Service (Required)	\$2,999
AS-1605-7200	Plasmon RF20J-695 Jukebox	\$3,995
US-1605-7000	Update Service (Required)	\$449

<i>Model</i>	<i>Description</i>	<i>List Price</i>
AS-1601-7200	Plasmon RF22J-703 Jukebox	\$3,995
US-1601-7000	Update Service (Required)	\$599
AS-1606-7200	Plasmon RF26J-695 Jukebox	\$3,995
US-1606-7000	Update Service (Required)	\$599
AS-1602-7200	Plasmon RF30J-703 Jukebox	\$4,995
US-1602-7000	Update Service (Required)	\$749
AS-1603-7200	Plasmon RF60J-703 Jukebox	\$8,995
US-1603-7000	Update Service (Required)	\$1,349
AS-1611-7200	Plasmon RF120J-703 Jukebox	\$14,995
US-1611-7000	Update Service (Required)	\$2,249
AS-1612-7200	Plasmon RF180J-703 Jukebox	\$17,995
US-1612-7000	Update Service (Required)	\$2,699
AS-1613-7200	Plasmon RF300J-703 Jukebox	\$19,995
US-1613-7000	Update Service (Required)	\$2,999
AS-1616-7200	Plasmon M20J-695/260 Jukebox	\$3,995
US-1616-6000	Update Service (Required)	\$599
AS-1614-7200	Plasmon M32J-695/260 Jukebox	\$6,995
US-1614-7000	Update Service (Required)	\$1,049
AS-1607-7200	Plasmon M52J-695/260 Jukebox	\$7,995
US-1607-7000	Update Service (Required)	\$1,199
AS-1608-7200	Plasmon M104J-695/260 Jukebox	\$14,995
US-1608-7000	Update Service (Required)	\$2,249
AS-1609-7200	Plasmon M156J-695/260 Jukebox	\$14,995
US-1609-7000	Update Service (Required)	\$2,249
AS-1610-7200	Plasmon M258J-695/260 Jukebox	\$19,995
US-1610-7000	Update Service (Required)	\$2,999
AS-1703-7200	IBM 3995/ A63 Jukebox	\$2,995
US-1703-7000	Update Service (Required)	\$449
AS-1702-7200	IBM 3995/ 063 Jukebox	\$4,995
US-1702-7000	Update Service (Required)	\$749
AS-1701-7200	IBM 3995/ 163 Jukebox	\$14,995
US-1701-7000	Update Service (Required)	\$2,249
AS-1706-7200	IBM 3995/ C60 Jukebox	\$3,995
US-1706-7000	Update Service (Required)	\$449
AS-1707-7200	IBM 3995/ C62 Jukebox	\$7,995
US-1707-7000	Update Service (Required)	\$1,199

Model	Description	List Price
AS-1708-7200	IBM 3995/C64 Jukebox	\$14,995
US-1708-7000	Update Service (Required)	\$2,249
AS-1709-7200	IBM 3995/C66 Jukebox	\$14,995
US-1709-7000	Update Service (Required)	\$2,249
AS-1710-7200	IBM 3995/C68 Jukebox	\$19,995
US-1710-7000	Update Service (Required)	\$2,999
AS-1802-7200	MDI SEL41MX Jukebox	\$4,995
US-1802-7000	Update Service (Required)	\$749
AS-1808-7200	MDI SEL41DS Jukebox	\$3,995
US-1808-7000	Update Service (Required)	\$449
AS-1803-7200	MDI SEL83MS Jukebox	\$6,995
US-1803-7000	Update Service (Required)	\$1,049
AS-1804-7200	MDI SEL166MS Jukebox	\$10,995
US-1804-7000	Update Service (Required)	\$1,649
AS-1805-7200	MDI SEL197MS Jukebox	\$12,995
US-1805-7000	Update Service (Required)	\$1,949
AS-1806-7200	MDI SEL322LS Jukebox	\$14,995
US-1806-7000	Update Service (Required)	\$2,249
AS-1807-7200	MDI SEL618LS Jukebox	\$19,995
US-1807-7000	Update Service (Required)	\$2,999
Ascent Storage (v3.11) for Windows NT, Standalone (See Notes 1 & 2)		
US-1001-6000	Update Service (Required)	\$149
AS-1001-6200	Maxoptix T4-2600 Optical Disk Drive	\$995
AS-1101-6200	HP 1300T (C2550A/C1716T) Optical Disk Drive	\$995
US-1101-6000	Update Service (Required)	\$149
AS-1111-6200	HP 2600fx Optical Disk Drive	\$995
US-1111-6000	Update Service (Required)	\$149
AS-1205-6200	Sony CMO-N531 Optical Disk Drive	\$995
US-1205-6000	Update Service (Required)	\$149
AS-1206-6200	Sony WDD-931 Optical Disk Drive	\$1,995
US-1206-6000	Update Service (Required)	\$299
AS-1209-6200	Sony 541/591 Family of Optical Disk Drives	\$995
US-1209-6000	Update Service (Required)	\$149
AS-1302-6200	Panasonic LF-7090 Optical Disk Drive	\$995
US-1302-6000	Update Service (Required)	\$149
AS-1304-6200	Panasonic LF-7390 Optical Disk Drive	\$995
US-1304-6000	Update Service (Required)	\$149

<i>Model</i>	<i>Description</i>	<i>List Price</i>
AS-1305-6200	Panasonic LF-7394 Optical Disk Drive	\$995
US-1305-6000	Update Service (Required)	\$149
AS-1306-6200	Panasonic LF-5300 Optical Disk Drive	\$995
US-1306-6000	Update Service (Required)	\$149
AS-1310-6200	Panasonic LF-5090 Optical Disk Drive	\$995
US-1310-6000	Update Service (Required)	\$149
AS-1615-6200	Plasmon DW260 Optical Disk Drive	\$995
US-1615-6000	Update Service (Required)	\$149
AS-1704-6200	IBM 0632C4 Family of Optical Disk Drives	\$995
US-1704-6000	Update Service (Required)	\$149
Ascent Storage (v3.11) for Windows NT, Jukebox (See Notes 1 & 2)		
US-1002-6000	Update Service (Required)	\$1,199
AS-1002-6200	Maxoptix MX552 Jukebox	\$7,995
AS-1003-6200	Maxoptix MX5104 Jukebox	\$14,995
US-1003-6000	Update Service (Required)	\$2,249
AS-1004-6200	Maxoptix MX5156 Jukebox	\$14,995
US-1004-6000	Update Service (Required)	\$2,249
AS-1005-6200	Maxoptix MX5258 Jukebox	\$19,995
US-1005-6000	Update Service (Required)	\$2,999
AS-1112-6200	HP 40fx Jukebox	\$3,995
US-1112-6000	Update Service (Required)	\$599
AS-1113-6200	HP 80fx Jukebox	\$6,995
US-1113-6000	Update Service (Required)	\$1,049
AS-1114-6200	HP 160fx Jukebox	\$10,995
US-1114-6000	Update Service (Required)	\$1,649
AS-1115-6200	HP 200fx Jukebox	\$12,995
US-1115-6000	Update Service (Required)	\$1,949
AS-1116-6200	HP 330fx Jukebox	\$14,995
US-1116-6000	Update Service (Required)	\$2,249
AS-1117-6200	HP 600fx Jukebox	\$19,995
US-1117-6000	Update Service (Required)	\$2,999
AS-1204-6200	Sony WDA-E930 Jukebox	\$19,995
US-1204-6000	Update Service (Required)	\$2,999
AS-1208-6200	Sony OSL-600x-x1 Jukebox	\$7,995
US-1208-6000	Update Service (Required)	\$1,199
AS-1201-6200	Sony OSL-200x-x1 Jukebox	\$3,995
US-1201-6000	Update Service (Required)	\$599

<i>Model</i>	<i>Description</i>	<i>List Price</i>
AS-1210-6200	Sony OSL-200x-x2 Jukebox	\$3,995
US-1210-6000	Update Service (Required)	\$599
AS-1217-6200	Sony OSL-2500 Jukebox	\$4,995
US-1217-6000	Update Service (Required)	\$749
AS-1211-6200	Sony OSL-6000-x2 Jukebox	\$7,995
US-1211-6000	Update Service (Required)	\$1,199
AS-1212-6200	Sony OSL-10000 Jukebox	\$14,995
US-1212-6000	Update Service (Required)	\$2,249
AS-1213-6200	Sony OSL-15000 Jukebox	\$17,995
US-1213-6000	Update Service (Required)	\$2,699
AS-1214-6200	Sony OSL-25000 Jukebox	\$19,995
US-1214-6000	Update Service (Required)	\$2,999
AS-1605-6200	Plasmon RF20J-695 Jukebox	\$3,995
US-1605-6000	Update Service (Required)	\$449
AS-1601-6200	Plasmon RF22J-703 Jukebox	\$3,995
US-1601-6000	Update Service (Required)	\$599
AS-1606-6200	Plasmon RF26J-695 Jukebox	\$3,995
US-1606-6000	Update Service (Required)	\$599
AS-1602-6200	Plasmon RF30J-703 Jukebox	\$4,995
US-1602-6000	Update Service (Required)	\$749
AS-1603-6200	Plasmon RF60J-703 Jukebox	\$8,995
US-1603-6000	Update Service (Required)	\$1,349
AS-1611-6200	Plasmon RF120J-703 Jukebox	\$14,995
US-1611-6000	Update Service (Required)	\$2,249
AS-1612-6200	Plasmon RF180J-703 Jukebox	\$17,995
US-1612-6000	Update Service (Required)	\$2,699
AS-1613-6200	Plasmon RF300J-703 Jukebox	\$19,995
US-1613-6000	Update Service (Required)	\$2,999
AS-1616-6200	Plasmon M20J-695/260 Jukebox	\$3,995
US-1616-7000	Update Service (Required)	\$599
AS-1614-6200	Plasmon M32J-695/260 Jukebox	\$6,995
US-1614-6000	Update Service (Required)	\$1,049
AS-1607-6200	Plasmon M52J-695/260 Jukebox	\$7,995
US-1607-6000	Update Service (Required)	\$1,199
AS-1608-6200	Plasmon M104J-695/260 Jukebox	\$14,995
US-1608-6000	Update Service (Required)	\$2,249

<i>Model</i>	<i>Description</i>	<i>List Price</i>
AS-1609-6200	Plasmon M156J-695/260 Jukebox	\$14,995
US-1609-6000	Update Service (Required)	\$2,249
AS-1610-6200	Plasmon M258J-695/260 Jukebox	\$19,995
US-1610-6000	Update Service (Required)	\$2,999
AS-1604-6200	Plasmon CD150J-4 Jukebox	\$4,995
US-1604-6000	Update Service (Required)	\$749
AS-1703-6200	IBM 3995/A63 Jukebox	\$2,995
US-1703-6000	Update Service (Required)	\$449
AS-1702-6200	IBM 3995/063 Jukebox	\$4,995
US-1702-6000	Update Service (Required)	\$749
AS-1701-6200	IBM 3995/163 Jukebox	\$14,995
US-1701-6000	Update Service (Required)	\$2,249
AS-1706-6200	IBM 3995/C60 Jukebox	\$3,995
US-1706-6000	Update Service (Required)	\$449
AS-1707-6200	IBM 3995/C62 Jukebox	\$7,995
US-1707-6000	Update Service (Required)	\$1,199
AS-1708-6200	IBM 3995/C64 Jukebox	\$14,995
US-1708-6000	Update Service (Required)	\$2,249
AS-1709-6200	IBM 3995/C66 Jukebox	\$14,995
US-1709-6000	Update Service (Required)	\$2,249
AS-1710-6200	IBM 3995/C68 Jukebox	\$19,995
US-1710-6000	Update Service (Required)	\$2,999
AS-1801-6200	MDI AC-150-CD40 Jukebox	\$4,995
US-1801-6000	Update Service (Required)	\$749
AS-1802-6200	MDI SEL41MX Jukebox	\$4,995
US-1802-6000	Update Service (Required)	\$749
AS-1808-6200	MDI SEL41DS Jukebox	\$3,995
US-1808-6000	Update Service (Required)	\$449
AS-1803-6200	MDI SEL83MS Jukebox	\$6,995
US-1803-6000	Update Service (Required)	\$1,049
AS-1804-6200	MDI SEL166MS Jukebox	\$10,995
US-1804-6000	Update Service (Required)	\$1,649
AS-1805-6200	MDI SEL197MS Jukebox	\$12,995
US-1805-6000	Update Service (Required)	\$1,949
AS-1806-6200	MDI SEL322LS Jukebox	\$14,995
US-1806-6000	Update Service (Required)	\$2,249

Model	Description	List Price
AS-1807-6200	MDI SEL618LS Jukebox	\$19,995
US-1807-6000	Update Service (Required)	\$2,999
AS-1901-6200	NSM Mercury 40 Jukebox	\$4,995
US-1901-6000	Update Service (Required)	\$749
Storage Toolkits		
TK-3001-2000	StorageControls Version 1.0	\$995
TK-4000-1000	Storage Developers Toolkit Version 3.0	\$995
Documentation (See Note 3)		
DC-1100-1200	Documentation Ascent Storage NetWare	\$67
DC-1100-1201	Documentation Ascent Storage Windows NT	\$67
DC-x000-0200	Ascent Capture Tech Ref Man & Sys Admin Guide	\$100
Technical Support Program (See Note 4)		
AL-2000-0000	Alliance Technical Support Program	\$995
Technical Training		
TR-1000-0000	Ascent Technical Training	\$1,495

Notes:

1. Quantities represent concurrent users on a single network. Includes Ascent Capture software, System Administrator's Guide and Technical Reference Manual, and hardware keys. For IBM VisualImage/400 (WAF) versions, you may order one of the following tape formats free of charge: ¼ inch cartridge (SW-1000-0001), 8 millimeter (SW-1000-0002), ½ inch cartridge (SW-1000-0003), or reel-to-reel (SW-1000-0004).
2. The Update Service is required with the purchase of Ascent Capture and Ascent Storage. The Update Service provides software upgrades for 12 months from date of purchase. If the update service lapses, the service can be renewed for the 15% price within 60 days. The update lasts for 12 months starting from the date that the old service lapsed. After 60 days, a renewal costs 30% and lasts for 12 months starting from the date of purchase of the renewal.
3. Use these numbers to order extra copies of Ascent documentation.
4. Includes Technical Support Hotline, Electronic Bulletin Board, Customer Support Lab, access to Beta software, and Technical Newsletter.

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OTG Imaging Software

Introduction

ADDITIONAL ON-SITE OTG SERVICES

If a customer wishes to use OTG for installation and training, a daily fee of \$1,250.00 per person plus all travel and related expenses will be charged.

ANNUAL SUPPORT AND SOFTWARE WARRANTY

Annual software support for OTG products includes minor software upgrades and phone support. Phone support is available from 8:30am to 8:30pm EST Monday through Friday. Software is guaranteed under warranty for thirty (30) days from the date of activation; thereafter, an annual software agreement is recommended. Annual support fees are due in full at the time of purchase. For those without maintenance contracts, support is available at the rate of \$150 per incident, but does not include software upgrades.

TRADEMARKS

ColdExtender®, *ApplicationExtender®*, *DiskExtender®*, and *ReportExtender™* are trademarks of OTG Software, a division of Optical Technology Group, Inc. and may not be used without express written consent of Optical Technology Group, Inc.

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MINOR AND MAJOR RELEASE INFORMATION

Minor upgrades include new hardware certification, minor features, and "patches." Minor upgrades are included in the annual maintenance price of the OTG software license.

Major upgrades (offered at least once a year) add significant value to the base software product. Contact your OTG partner or VAR (Value Added Reseller) for current major upgrade pricing.

ApplicationExtender

ApplicationExtender (AE) is a Windows-based client-server document imaging and management product which allows users to image-enable existing DOS, Windows, and host applications, as well as, create turnkey document imaging applications. Application Generator (an *AE* module) is used to create custom applications to store objects (scanned images, report files, OLE objects, voice, or video) and their associated index information. Document pages can be added to *ApplicationExtender* using the following input methods: scanning paper-based documents, automatic electronic report processing using OTG's *ColdExtender*, data from OLE applications (word processing, spreadsheets, sound and video recordings), or using *AE*'s automated image/index import function.

APPLICATIONEXTENDER SOFTWARE LICENSING

ApplicationExtender software manages and stores documents in either a standalone or network computing environment. The single user software license is based upon installation and use on a single Windows-based PC and may not be accessed simultaneously by multiple machines. *ApplicationExtender*'s multi-user software is licensed according to the number of concurrent users and requires a database user license for each concurrent *AE* workstation. *ColdExtender* is licensed separately, but OTG Software offers a bundled product, at a reduced price, for those interested in managing both images/objects and COLD report files. See the *ApplicationExtender* with *ColdExtender* Bundle section for pricing.

DATABASE SUPPORT

ApplicationExtender requires an ODBC-compliant database to store index information and references to document locations. Many ODBC-compliant databases have been certified and tested to work with *ApplicationExtender*. A list of certified ODBC databases is included in this document. OTG Software provides ODBC drivers for Microsoft SQL Server, and runtime drivers for dBASE IV and FoxPro with *ApplicationExtender*; runtime databases are intended for evaluation and single user systems only.

STORAGE SUPPORT

ApplicationExtender stores object files to any file system available to the client workstation. Local or network hard drives, network file servers, or any mass storage product serving as a file system are valid *AE* document storage solutions. *DiskExtender* is a data storage management solution offered by OTG, and it can be added to any *ApplicationExtender* license as the "storage back-end." Please refer to a separate *DiskExtender* software price book for configuration and capacity details and a complete list of supported hardware devices and classifications.

ApplicationExtender Software Pricing

<i>ApplicationExtender</i> Part #	Description	List Price	Annual Maintenance Part #	Annual Maintenance List Price
AE-1SS	Single Seat	\$2,199	AE-1SS-M	\$379
AE-3WS	3 Concurrent Users	\$6,269	AE-3WS-M	\$1,069
AE-5WS	5 Concurrent Users	\$9,899	AE-5WS-M	\$1,689
AE-10WS	10 Concurrent Users	\$17,599	AE-10WS-M	\$2,999
AE-15WS	15 Concurrent Users	\$23,099	AE-15WS-M	\$3,929
AE-25WS	25 Concurrent Users	\$30,249	AE-25WS-M	\$5,149
AE-50WS	50 Concurrent Users	\$44,999	AE-50WS-M	\$7,649
AE-75WS	75 Concurrent Users	\$58,799	AE-75WS-M	\$9,999
AE-100WS	100 Concurrent Users	\$65,999	AE-100WS-M	\$11,219
	101+ Concurrent Users	\$CALL		\$CALL

COLDExtender Software Pricing

<i>ApplicationExtender</i> Part #	Description	List Price	Annual Maintenance Part #	Annual Maintenance List Price
CE-1SS	Single Seat	\$2,199	AE-1SS-M	\$379
CE-3WS	3 Concurrent Users	\$6,269	AE-3WS-M	\$1,069
CE-5WS	5 Concurrent Users	\$9,899	AE-5WS-M	\$1,689
CE-10WS	10 Concurrent Users	\$17,599	AE-10WS-M	\$2,999
CE-15WS	15 Concurrent Users	\$23,099	AE-15WS-M	\$3,929
CE-25WS	25 Concurrent Users	\$30,249	AE-25WS-M	\$5,149
CE-50WS	50 Concurrent Users	\$44,999	AE-50WS-M	\$7,649
CE-75WS	75 Concurrent Users	\$58,799	AE-75WS-M	\$9,999
CE-100WS	100 Concurrent Users	\$65,999	AE-100WS-M	\$11,219
	101+ Concurrent Users	\$CALL		\$CALL

<i>Full Text Option</i>	Description	List Price	Annual Maintenance Part #	Annual Maintenance List Price
AX-FT	Full Text Option for AE	\$199	AX-FT-M	\$39

ApplicationExtender with ColdExtender Bundle

OTG Software offers an *ApplicationExtender* with *ColdExtender* bundle, at a reduced price, for those users interested in managing both images and COLD report files. The bundled option provides full *ApplicationExtender* and *ColdExtender* functionality in an integrated solution.

APPLICATIONEXTENDER WITH COLDEXTENDER BUNDLE SOFTWARE LICENSING

The *ApplicationExtender* with *ColdExtender* bundle manages and stores documents in either a standalone or network computing environment. The single user software license is based upon the installation and use on a single Windows-based PC and may not be accessed simultaneously by multiple machines. Multi-user software is licensed according to the number of concurrent users and requires a database user license for each concurrent *AE/CE* workstation.

<i>AE with CE Bundle Part #</i>	Description	List Price	Annual Maintenance Part #	Annual Maintenance List Price
AB-1SS	Single Seat	\$3,299	AB-1SS-M	\$569
AB-3WS	3 Concurrent Users	\$9,409	AB-3WS-M	\$1,599
AB-5WS	5 Concurrent Users	\$14,849	AB-5WS-M	\$2,529
AB-10WS	10 Concurrent Users	\$26,399	AB-10WS-M	\$4,489
AB-15WS	15 Concurrent Users	\$34,649	AB-15WS-M	\$5,879
AB-25WS	25 Concurrent Users	\$45,379	AB-25WS-M	\$7,719
AB-50WS	50 Concurrent Users	\$67,499	AB-50WS-M	\$11,479
AB-75WS	75 Concurrent Users	\$88,199	AB-75WS-M	\$14,999
AB-100WS	100 Concurrent Users	\$98,999	AB-100WS-M	\$16,829
	101+ Concurrent Users	\$CALL		\$CALL

ColdExtender

ColdExtender is a complete system used for transforming computer generated print files into an electronically managed report repository. *ColdExtender* manages the complete process to electronically extract, store, retrieve, and view computer reports generated by host systems. A variety of report output file formats are supported, including variations of ASCII and EBCDIC. With *ColdExtender*, large reports ordinarily printed to paper and stored off-line can be extracted, indexed, compressed, and moved to near on-line mass storage for access on demand. The compressed report data can be retrieved and viewed using a form overlay or as ASCII text.

COLDEXTENDER SOFTWARE LICENSING

ColdExtender software processes computer output reports for retrieval in either a standalone or network computing environment. *ColdExtender* utilizes *ApplicationExtender* for generating retrieval applications and as the search and display system, but *ColdExtender* licensing restricts the licensee from using *AE's* imaging functions. OTG Software offers a bundled product, at a reduced price, for those interested in managing images and COLD report files. See the *ApplicationExtender* with *ColdExtender* Bundle section for pricing. The single user software license is based upon the installation and use on a single Windows-based PC and may not be accessed simultaneously by multiple machines. *ColdExtender's* multi-user software is licensed according to the number of concurrent interactive users and requires a database user license for each concurrent *ColdExtender* workstation.

DATABASE SUPPORT

ColdExtender requires an ODBC-compliant database to store index information and references to document locations. Many ODBC-compliant databases have been certified and tested to work with *ColdExtender*. A list of certified ODBC databases is included in this document. OTG Software provides ODBC drivers for Microsoft SQL Server, and runtime drivers for dBASE IV and FoxPro with *ColdExtender*, runtime databases are intended for evaluation and single user systems only.

STORAGE SUPPORT

ColdExtender stores report pages to any file system available to the client workstation. This could include a local hard drive, network file server, or any mass storage product serving as a file system. *DiskExtender* is a data storage management solution offered by OTG, and it can be added to any *ColdExtender* license as the "storage back-end." Please refer to a separate *DiskExtender* software price book for configuration and capacity details and a complete list of supported hardware devices and classifications.

ReportExtender Overview

ReportExtender (RE) is a cost-effective Microsoft Windows and Windows NT-based software solution for distributing COLD data, scanned images, or other object files via CD-ROM media. *ReportExtender* is used to create fully functional, self-contained applications on CD-ROM media. *ReportExtender* migrates the compressed document files, database pointers, indices, and OTG viewer software to CD-ROM for distribution.

ReportExtender allows users to group COLD reports, scanned images, and object files in applications that will be electronically mastered to CD-ROM for publication. The CD-ROM media contains all the data needed to retrieve, display, print, fax, and mail the published data. The finished CD-ROM is in a standard ISO-9660 format that can be used on any Windows workstation with a CD-ROM reader device. With *ReportExtender*, any report (ASCII or EBCDIC) or object file ordinarily printed to paper and stored off-line can be indexed, compressed, and published to CD-ROM for on-line access. Compressed report or COLD data can be viewed in its original format using a form overlay or viewed as ASCII text. The CDSETUP installation creates a *ReportExtender* program icon for running the mastered document management application from CD-ROM.

REPORTEXTENDER SOFTWARE LICENSING

A *ReportExtender* software license includes the following:

- *ReportExtender* software, which is used to create applications, process COLD reports, and migrate and master application information to CD-ROM media
- Single seat *ApplicationExtender* license, which is used to scan paper documents and process other objects
- Workstation viewer software, which is included on each CD-ROM published

ReportExtender is licensed on an annual basis, with a first year license fee and annual renewal licenses. All renewal licenses (subsequent years) are discounted as listed in the table provided. In addition to the annual license fee, *ReportExtender* CD Packs must be purchased. CD Packs allow *ReportExtender* to master the number of CD-ROMs that are purchased and are available in quantities of 50, 100, 150, 200 and unlimited. *ReportExtender* tracks the number of master CD-ROMs only, replication of the master CD-ROMs is unlimited. All unused CDs from a CD Pack, with the exception of unlimited packs, will roll over at the end of the annual license. For example, if a *ReportExtender* license expires and only 40 CD-ROMs have been mastered out of a 50 CD Pack, a total of 10 CD-ROMs would be carried over to the next license (assuming that the annual *ReportExtender* license was renewed). The Unlimited CD Pack is purchased annually, and provides unlimited CD-ROM mastering for one year. To share CD-ROMs published by *ReportExtender* for retrieval across the network, *ReportExtender Viewer* licenses must be purchased (see included pricing for *ReportExtender Viewer*). Maintenance must be purchased each year with the annual license to keep the *ReportExtender* license current. The tables provided lists prices for annual licenses, maintenance, and CD packs.

ReportExtender Pricing

REPORTEXTENDER ANNUAL LICENSE

<i>ReportExtender Product Code</i>	<i>Description</i>	<i>List Price</i>	<i>Annual Maintenance Product Code</i>	<i>Annual Maintenance Price</i>
RE-LIC	<i>ReportExtender 1st Year License</i>	\$3,199	RE-LIC-M	\$549
RE-LIC2	<i>ReportExtender Annual Renewal License</i>	\$1,599	RE-LIC2-M	\$279

NOTE: Maintenance is mandatory with the initial purchase and for each subsequent year.

REPORTEXTENDER CD PACK

<i>ReportExtender Product Code</i>	<i>Description</i>	<i>List Price</i>
RE-50	<i>ReportExtender 50 CD Pack</i>	\$1,499
RE-100	<i>ReportExtender 100 CD Pack</i>	\$2,399
RE-150	<i>ReportExtender 150 CD Pack</i>	\$3,059
RE-200	<i>ReportExtender 200 CD Pack</i>	\$3,359
RE-UNL	<i>ReportExtender Annual Unlimited CD Pack</i>	\$7,199

ReportExtender Viewer Pricing

The *ReportExtender Viewer* is offered as an affordable solution for those users wanting view only capabilities in a network or standalone environment. The *ReportExtender Viewer* is used in conjunction with CD-ROMs produced by *ReportExtender* systems and with *Database Reintegration* to view images and/or COLD data. The viewer also contains the Application Generator module allowing the creation of user accounts to provide a secure environment. Data input methods (scanning, COLD imports and application generation) are not available in the *ReportExtender Viewer*.

REPORTEXTENDER VIEWER SOFTWARE LICENSING

ReportExtender Viewer software can be used in either a standalone or network computing environment. The single user software license is based upon the installation and use on a single Microsoft Windows based PC and may not be accessed simultaneously by multiple machines. *ReportExtender Viewer's* multi-user software is licensed according to the number of concurrent users and requires a database user license for each user.

<i>ReportExtender Viewer</i> Product Code	Description	List Price	Annual Maintenance Product Code	Annual Maintenance Price
RE-V1	<i>ReportExtender</i> Single Viewer License	\$549	RE-V1-M	\$99
RE-V3	<i>ReportExtender</i> 3 User Viewer License	\$1,569	RE-V3-M	\$249
RE-V5	<i>ReportExtender</i> 5 User Viewer License	\$2,479	RE-V5-M	\$429
RE-V10	<i>ReportExtender</i> 10 User Viewer License	\$4,399	RE-V10-M	\$749
RE-V15	<i>ReportExtender</i> 15 User Viewer License	\$5,799	RE-V10-M	\$989
RE-V25	<i>ReportExtender</i> 25 User Viewer License	\$7,569	RE-V25-M	\$1,289
RE-V50	<i>ReportExtender</i> 50 User Viewer License	\$11,249	RE-V50-M	\$1,919
RE-V75	<i>ReportExtender</i> 75 User Viewer License	\$14,699	RE-V50-M	\$2,499
RE-V100	<i>ReportExtender</i> 100 User Viewer License	\$16,499	RE-V100-M	\$2,809
	<i>ReportExtender</i> 101+ User Viewer License	\$CALL		\$CALL

NOTE: *ReportExtender Viewer* licenses cannot be purchased for seats which already have *ApplicationExtender* installed.

Database Reintegration Server Pricing

Database Reintegration Server is a tool used to provide access to multiple CD-ROMs produced by *ReportExtender*. The database information from each CD-ROM is imported into a centralized database for retrieval. Each CD-ROM produced by *ReportExtender* contains object and/or report files, database information (i.e., indices), and viewer software. With *Database Reintegration*, the indices are read from the CD-ROM and imported into a centralized network database. The CD-ROM media is still used to retrieve object and report data and must be available to all workstations on the network. *Database Reintegration Server* can be used in a full featured *ApplicationExtender* network or with a read-only *ReportExtender Viewer* network.

DATABASE REINTEGRATION SERVER SOFTWARE LICENSING

The *Database Reintegration Server* software license is based per server installation. The server product is intended for use in network computing environments.

DBR Server Product Code	Description	List Price	DBR Server Product Code	Annual Maintenance Price
DBR-S	Database Reintegration Server	\$2,999	DBR-S-M	\$509

NOTE: All ODBC databases listed in the *AE* and *CE* Certified ODBC Databases section of this price book are supported for use with *Database Reintegration Server*.

Database Reintegration Workstation Pricing

Database Reintegration Workstation is a tool used to provide access to multiple CD-ROMs produced by *ReportExtender*. The database information from each CD-ROM is imported into a standalone database for retrieval. Each CD-ROM produced by *ReportExtender* contains object and/or report files, database information (i.e., indices), and viewer software. With *Database Reintegration*, the indices are read from the CD-ROM and imported into a run-time database (dBASE IV and FoxPro run-time database support only). The CD-ROM media is still used to retrieve object and report data and must be available to the workstation. *Database Reintegration Workstation* can be used in a full featured *ApplicationExtender* workstation or with the read-only *ReportExtender Viewer*.

DATABASE REINTEGRATION WORKSTATION SOFTWARE LICENSING

The *Database Reintegration Workstation* software license is based per workstation installation. The workstation product is intended for use in a standalone computing environment, and is restricted to dBASE IV or FoxPro run-time databases only.

DBR Workstation Product Code	Description	List Price	Annual Maintenance Product Code	Annual Maintenance Price
DBR-W	Database Reintegration Workstation	\$1,199	DBR-W-M	\$204

WebXtender Software Pricing

WebXtender (WX) is a Microsoft Internet Information Server (IIS) based application that allows viewing of ApplicationExtender and ColdExtender documents over a corporate Intranet or the Internet. WebXtender's thin-client architecture allows easy access to documents through the familiar interface of a Web browser. By using commercially available browsers such as Microsoft's Internet Explorer, or Netscape's Navigator, WebXtender clients can navigate web pages to display documents. WebXtender offers document display functionality similar to ApplicationExtender.

Access to Documents VIA the Internet

WebXtender provides clients with a subset of ApplicationExtender document display functionality through Web browsers. WebXtender incorporates ApplicationExtender's extensive security model, so that all clients must first supply a valid ApplicationExtender user name and password for authentication. WebXtender clients are granted all application and documents level privileges associated with the supplied user name. Wildcard searches can be used to find documents, and document thumbnails are available for display with results sets. Document management options include image form overlay and scaling.

WebXtender Software Licensing

For each concurrent user requiring access from WebXtender, an ApplicationExtender concurrent user license must be purchased. For example, if a total of 50 users require concurrent access to the ApplicationExtender database via WebXtender or ApplicationExtender, a 50-user ApplicationExtender license must be purchased. In addition to ApplicationExtender concurrent user license, the site must also purchase a WebXtender server.

Part Number	WebXtender	Server 2.0	Annual Maintenance Price
	Price	Annual Maintenance Part Number	
WX-SV	\$7,999	WX-SV-M	\$1,359

Image Print Server

Image Print Server is a 32-bit, Windows NT application providing *ApplicationExtender* users with a high speed background printing solution for images/objects and COLD data. *Image Print Server* polls the *ApplicationExtender* database for user print requests. The server intercepts these print requests, retrieves and decompresses the pages, then submits the print output to any configured NT print queue.

Image Print Server requires Windows NT Server or Workstation, and ample system resources (i.e., memory to process the resource intensive image decompression). Third-party accelerator cards are supported, but not required.

IMAGE PRINT SERVER SOFTWARE LICENSING

The *Image Print Server* software license is purchased for each server installation. Each server can only support three printers. For example, one server and three printers require one IPS license.

Image Print Server Part #	Description	List Price	Annual Maintenance Part #	Annual Maintenance Price
IPS-S	Image Print Server	\$1,199	IPS-S-M	\$204

ApplicationExtender Plus Pack

The *ApplicationExtender Plus Pack* includes two system administration utilities: *AE Statistics* and *Cross Application Query*.

AE Statistics is a tool that provides statistical information on functions performed on *ApplicationExtender* applications. *AE Statistics* provides information on the number of functions performed on documents and pages (retrievals, additions, modifications, deletions, prints, faxes, batch scans and indexes). The statistical information is broken down by user and application.

Cross Application Query is a tool that allows users to query multiple *ApplicationExtender* applications for selected index information. For example, a user could query three different applications for information on SSN 111-22-3333.

APPLICATIONEXTENDER PLUS PACK SOFTWARE LICENSING

The *ApplicationExtender Plus Pack* (AE Stats, Cross-App Query) software license is based per site.

AE Plus Pack Part #	Description	List Price	Annual Maintenance Part #	Annual Maintenance Price
AE-PP	AE Plus Pack	\$1,199	AE-PP-M	\$204

Sierra

age 1

DOCSFusion Products															
Volume Discount Pack	Server Products*							Client Products							
	List Price DOCSFusion Server(s)	Integrator Price DOCSFusion Server(s)	List Price CyberDOCS Server(s)	Integrator Price CyberDOCS Read Only Server(s)	List Price DOCSFusion Routing Server(s)	Integrator Price DOCSFusion Routing Server(s)	List Price PowerDOCS client	Integrator Price PowerDOCS client	List Price Routing Client	Integrator Price Routing Client	CyberDOCS Browser Client	LOB Client			
Fixed Users	1	\$7,500	\$5,250	\$2,500	\$1,750	\$1,050	\$1,500	\$1,050	\$2,750	\$1,925	\$249	\$174	\$229	\$160	n/c
	10	\$6,188	\$4,332	\$2,063	\$1,444	\$722	\$1,032	\$722	\$2,475	\$1,733	\$2,063	\$1,444	\$1,754	\$1,227	n/c
	11 - 25	\$10,125	\$7,068	\$3,375	\$2,363	\$1,181	\$1,688	\$1,181	\$4,050	\$2,835	\$3,375	\$2,363	\$2,869	\$2,008	n/c
	26 - 50	\$14,625	\$10,238	\$4,875	\$3,413	\$1,706	\$2,438	\$1,706	\$5,850	\$4,095	\$4,875	\$3,413	\$4,144	\$2,901	n/c
	51 - 100	\$28,875	\$20,213	\$9,625	\$6,738	\$3,369	\$4,813	\$3,369	\$11,550	\$8,085	\$9,625	\$6,738	\$8,181	\$5,727	n/c
	101 - 150	\$38,981	\$27,287	\$12,994	\$9,096	\$4,548	\$6,497	\$4,548	\$15,592	\$10,916	\$12,994	\$9,096	\$11,045	\$7,731	n/c
	151 - 225	\$55,275	\$38,893	\$18,425	\$12,898	\$6,449	\$9,213	\$6,449	\$22,110	\$15,477	\$18,425	\$12,898	\$15,661	\$10,963	n/c
	226 - 300	\$66,825	\$46,778	\$22,275	\$15,593	\$7,786	\$11,138	\$7,786	\$26,730	\$18,711	\$22,275	\$15,593	\$18,934	\$13,254	n/c
	301 - 400	\$85,800	\$60,060	\$28,600	\$20,020	\$10,010	\$14,300	\$10,010	\$34,320	\$24,024	\$28,600	\$20,020	\$24,310	\$17,017	n/c
	401 - 500	\$103,125	\$72,188	\$34,375	\$24,063	\$12,031	\$17,188	\$12,031	\$41,250	\$28,875	\$34,375	\$24,063	\$29,219	\$20,453	n/c
Concurrent Users	501 - 750	\$142,931	\$100,052	\$47,644	\$33,361	\$16,681	\$23,822	\$16,681	\$57,172	\$40,021	\$47,644	\$33,361	\$40,497	\$28,348	n/c
	751 - 1,000	\$173,250	\$121,275	\$57,750	\$40,425	\$20,213	\$28,875	\$20,213	\$69,300	\$48,510	\$57,750	\$40,425	\$49,088	\$34,361	n/c
	1,001 - 2,000	\$313,500	\$225,720	\$104,500	\$75,240	\$37,620	\$52,250	\$37,620	\$125,400	\$87,288	\$104,500	\$75,240	\$88,825	\$63,954	n/c
	2,001 - 3,000	\$371,250	\$274,725	\$123,750	\$87,578	\$43,789	\$61,875	\$43,789	\$148,500	\$106,990	\$123,750	\$87,578	\$105,188	\$77,839	n/c
	3,001 - 5,000	\$536,250	\$407,550	\$178,750	\$135,550	\$67,925	\$89,375	\$67,925	\$214,500	\$153,020	\$178,750	\$135,550	\$151,938	\$115,473	n/c
	5,001 - 7,500	\$711,563	\$555,019	\$237,188	\$185,007	\$92,503	\$118,594	\$92,503	\$284,625	\$222,008	\$237,188	\$185,007	\$201,610	\$157,256	n/c
	7,501 - 10,000	\$825,000	\$660,000	\$275,000	\$220,000	\$110,000	\$137,500	\$110,000	\$330,000	\$254,000	\$275,000	\$220,000	\$233,750	\$187,000	n/c
	1	\$7,500	\$5,250	\$2,500	\$1,750	\$1,050	\$1,500	\$1,050	\$1,750	\$1,225	\$996	\$697	\$916	\$641	n/c
	3	\$6,188	\$4,332	\$2,063	\$1,444	\$722	\$1,032	\$722	\$2,475	\$1,733	\$2,063	\$1,444	\$1,754	\$1,227	n/c
	6	\$10,125	\$7,068	\$3,375	\$2,363	\$1,181	\$1,688	\$1,181	\$4,050	\$2,835	\$3,375	\$2,363	\$2,869	\$2,008	n/c
Concurrent Users	15	\$14,625	\$10,238	\$4,875	\$3,413	\$1,706	\$2,438	\$1,706	\$5,850	\$4,095	\$4,875	\$3,413	\$4,144	\$2,901	n/c
	25	\$28,875	\$20,213	\$9,625	\$6,738	\$3,369	\$4,813	\$3,369	\$11,550	\$8,085	\$9,625	\$6,738	\$8,181	\$5,727	n/c
	40	\$38,981	\$27,287	\$12,994	\$9,096	\$4,548	\$6,497	\$4,548	\$15,592	\$10,916	\$12,994	\$9,096	\$11,045	\$7,731	n/c
	60	\$55,275	\$38,893	\$18,425	\$12,898	\$6,449	\$9,213	\$6,449	\$22,110	\$15,477	\$18,425	\$12,898	\$15,661	\$10,963	n/c
	75	\$66,825	\$46,778	\$22,275	\$15,593	\$7,786	\$11,138	\$7,786	\$26,730	\$18,711	\$22,275	\$15,593	\$18,934	\$13,254	n/c
	100	\$85,800	\$60,060	\$28,600	\$20,020	\$10,010	\$14,300	\$10,010	\$34,320	\$24,024	\$28,600	\$20,020	\$24,310	\$17,017	n/c
	125	\$103,125	\$72,188	\$34,375	\$24,063	\$12,031	\$17,188	\$12,031	\$41,250	\$28,875	\$34,375	\$24,063	\$29,219	\$20,453	n/c
	188	\$142,931	\$100,052	\$47,644	\$33,361	\$16,681	\$23,822	\$16,681	\$57,172	\$40,021	\$47,644	\$33,361	\$40,497	\$28,348	n/c
	250	\$173,250	\$121,275	\$57,750	\$40,425	\$20,213	\$28,875	\$20,213	\$69,300	\$48,510	\$57,750	\$40,425	\$49,088	\$34,361	n/c
	500	\$313,500	\$225,720	\$104,500	\$75,240	\$37,620	\$52,250	\$37,620	\$125,400	\$87,288	\$104,500	\$75,240	\$88,825	\$63,954	n/c
Concurrent Users	750	\$371,250	\$274,725	\$123,750	\$87,578	\$43,789	\$61,875	\$43,789	\$148,500	\$106,990	\$123,750	\$87,578	\$105,188	\$77,839	n/c
	1,250	\$536,250	\$407,550	\$178,750	\$135,550	\$67,925	\$89,375	\$67,925	\$214,500	\$153,020	\$178,750	\$135,550	\$151,938	\$115,473	n/c
	1,875	\$711,563	\$555,019	\$237,188	\$185,007	\$92,503	\$118,594	\$92,503	\$284,625	\$222,008	\$237,188	\$185,007	\$201,610	\$157,256	n/c
	2,500	\$825,000	\$660,000	\$275,000	\$220,000	\$110,000	\$137,500	\$110,000	\$330,000	\$254,000	\$275,000	\$220,000	\$233,750	\$187,000	n/c

A CyberDOCS Unknown Consumer charge equals \$10,000 per HTTP Server
SQL is not included in any of the above prices.
***All DOCSFusion Server, DOCSFusion Routing Server, and CyberDOCS Server license charges include as many physical servers as necessary to support the purchased number of users. This also applies to the Upgrade to the DOCSFusion Server license.

Sierra Cybernetics

Pricing Examples

<p>Scenario 1 – Migration to DOCSFusion Server and New Seats Example: Existing DOCS Open customer with 250 seats, current on SSS. 10,000 people in the organization Requires:</p> <ul style="list-style-type: none"> - 500 licenses with both web and windows user interfaces - Read only access for entire company working on an intranet as known consumers - Read only access available to the public. <p>Assume</p> <ul style="list-style-type: none"> - 5 HTTP servers for intranet - 2 HTTP servers for Internet - 1 DOCSFusion server will support the environment. 	
<p>Proposal: Always start with the DOCSFusion Server. First determine how many users will need the Migration to DOCSFusion Server (250 existing DOCS Open)</p> <p>Then determine how many new users will need DOCSFusion Server (250 new total access users and 9,500 “read-only” rest of organization for a “new” total of 9,750)</p> <p><i>Remember: Always add up the total number of users that DOCSFusion needs to support prior to quoting a price for DOCSFusion server.</i></p>	<p>\$33,413</p> <p>\$825,000</p>
<p>250 licenses are upgrading from DOCS Open to PowerDOCS and CyberDOCS. The Migration to DOCSFusion Server provides one of the user interfaces, either CyberDOCS or PowerDOCS. Let's include the PowerDOCS clients. That means they still need CyberDOCS. To get the browser UI for these same 250 users the customer needs to purchase the CyberDOCS Server for 250.</p>	<p>\$22,275</p>
<p>Now they need 250 new licenses for both CyberDOCS and PowerDOCS. They need to purchase 250 more licenses for the CyberDOCS Server. And they need to purchase 250 PowerDOCS clients as well.</p>	<p>\$22,275</p> <p>\$22,275</p>
<p>Read-only access for the entire company over the intranet as “known consumers” requires the CyberDOCS Read Only Server license for the 9,500 “rest of organization”</p>	<p>\$137,500</p>
<p>Read only access available to the public as unknown consumers is \$10,000 per HTTP server and they have 2.</p>	<p>\$20,000</p>
<p>Therefore total proposal is:</p>	<p>\$1,082,738</p>

PC DOCS Price List

<p>Scenario 2 – Migration to DOCSFusion Server Example: Existing DOCS Open and CyberDOCS 2.0 customer, current on SSS. 100 seats of DOCS Open 500 user capacity pak for CyberDOCS 5,000 people in the organization. Requires:</p> <ul style="list-style-type: none"> - 150 concurrent users. - All users need access to both PowerDOCS and CyberDOCS. - Want to eliminate DOCS Open from usage entirely. <p>Assume</p> <ul style="list-style-type: none"> - 2 HTTP servers for intranet - 1 HTTP server for Internet - 2 DOCSFusion servers will support the environment. 	
<p>Proposal: Before quoting, you need to find out if the 100 DOCS Open users are also using CyberDOCS. For the first example, let's assume the 100 DOCS Open users are also using CyberDOCS.</p> <p>Remember, always start with the DOCSFusion Server. Since the customer already has CyberDOCS, they also already have DOCSFusion so there is no "migration to DOCSFusion" charge necessary. SSS takes care of upgrading both DOCSFusion and CyberDOCS.</p>	
<p>They need to switch to the concurrent pricing model and upgrade to PowerDOCS. 100 fixed users costs the same as 25 concurrent users. You propose they upgrade to the PowerDOCS Client for 25 concurrent users</p>	<p>\$9,625</p>
<p>The remaining 400 CyberDOCS users also need to be converted to concurrent users. 400 fixed users costs the same as 100 concurrent users. You quote the PowerDOCS Client for 100 concurrent users</p>	<p>\$28,600</p>
<p>The goal is 150 concurrent users You quote an additional 25 Concurrent PowerDOCS Clients</p>	<p>\$9,625</p>
<p>Total (if original DOCS Open users also used CyberDOCS)</p>	<p>\$47,850</p>
<p>For the next example, let's assume the 100 DOCS Open users were not using CyberDOCS. The customer would need to convert 100 DOCS Open users to Concurrent users. 100 fixed users costs the same as 25 concurrent users.</p> <p><i>Remember: Always add up the total number of users that DOCSFusion needs to support prior to quoting a price for DOCSFusion server.</i></p> <p>The existing CyberDOCS users already have DOCSFusion so the only DOCSFusion to factor in is that of the DOCS Open users who are migrating.</p> <p>25 concurrent users Migration to DOCSFusion Server. The Migration to DOCSFusion Server provides one of the user interfaces, either CyberDOCS or PowerDOCS. Let's include CyberDOCS.</p>	<p>\$14,438</p>
<p>Next they need to convert the 500 CyberDOCS licenses to Concurrent users licenses. 500 fixed users costs the same as 125 concurrent users. Now there are a total of 150 Concurrent CyberDOCS licenses.</p>	

PC DOCS Price List

They also need to buy PowerDOCS Clients for those same 125 Concurrent Users.	\$34,375
And, they need to buy an additional 25 Concurrent Users of PowerDOCS for the original DOCS Open users.	\$9,625
Total	\$58,438
NOTE: Adding 125 Concurrent users and 25 Concurrent users enabled us to create a 150 Concurrent User pack which does not exist on the price list. Had we tried to quote 150 right away, we would have had to choose the 188 user volume, at \$47,644, which would have cost the customer \$3,644 more than the quoted scenario.	

Scenario 3 – New Customer Example: 10,000 people in the organization. Requires: <ul style="list-style-type: none"> - 500 concurrent users internally. - 1000 concurrent known consumers internally. - 500 concurrent users also require DOCSFusion Routing - Need to be a Web Only solution. Assume <ul style="list-style-type: none"> - 3 HTTP servers for intranet - 1 HTTP servers for Internet 2 DOCSFusion servers will support the environment. (Multiple locations)	
Proposal: Always start with the DOCSFusion Server. (Note: When quoting from the concurrent user model round up to the closest number of users on the list. For example, for 1,000 concurrent users quote from the 1,250 concurrent user level.) 500 concurrent users plus 1000 concurrent known consumers = DOCSFusion for 1,500 concurrent users <i>Remember: Always add up the total number of users that DOCSFusion needs to support prior to quoting a price for DOCSFusion server.</i>	\$711,563
CyberDOCS Server for 500 concurrent	\$104,500
CyberDOCS Read Only Server for 1000 concurrent known consumers	\$89,375
DOCSFusion Routing Server for 500 concurrent	\$125,400
DOCSFusion Routing Client for 500 concurrent users	\$88,825
Total	\$1,119,663

PC DOCS Price List

Scenario 4 – New Customer Example: 30,000 people in the organization. Requires: <ul style="list-style-type: none"> - Internal DM for 7,500 users, not concurrent. - No idea who will be fixed vs. consuming. - CyberDOCS, PowerDOCS, and Routing all required. - Read only access needs to be available to the public in a read only capacity. Assume <ul style="list-style-type: none"> - 8 HTTP servers for intranet - 4 HTTP servers for Internet 8 DOCSFusion servers will support the environment.	
Proposal: Always start with the DOCSFusion Server. (Note: When quoting from the concurrent user model round up to the closest number of users on the list. For example, for 1,000 concurrent users quote from the 1,250 concurrent user level.) DOCSFusion for 7,500 users <i>Remember: Always add up the total number of users that DOCSFusion needs to support prior to quoting a price for DOCSFusion server.</i>	\$711,563
CyberDOCS Server for 7,500 concurrent users	\$237,188
PowerDOCS Clients for 7,500 concurrent users	\$237,188
DOCSFusion Routing Server for 7,500 concurrent users	\$284,625
DOCSFusion Routing Client for 7,500 concurrent users	\$201,610
CyberDOCS Unknown Consumer licenses for 4 HTTP servers	\$40,000
Total	\$1,712,174
Editorial Note: The purpose of the exercise is to point out that when you don't know which of your users will be "full use" and which will be consumers, you must assume that all are "full use." Also, please note that when the DOCSFusion Imaging and the DOCSFusion Suite become available, it will most likely be more cost-effective to go that route.	

To purchase Incremental DOCSFusion-based Product Customer has 100 PowerDOCS clients and wants to add 50 more. Original cost for DOCSFusion Server, 100 users = \$28,875 Original cost for PowerDOCS clients, 100 = \$9,625 The incremental cost for DOCSFusion is the delta between what they currently have and what they want. 150 users \$38,981 – 100 users \$28,875 = \$10,106 For the PowerDOCS clients themselves, customer must buy 50	 \$10,106 \$4,875
Total incremental cost	\$14,981

User Pricing Model – Fixed versus Concurrent

The pricing model was designed to accommodate two kinds of organizational structures; those with “fixed” users, and those with “concurrent” users. In a fixed user environment, it is assumed that at any given time, all users named in the database might be accessing the system. In a concurrent user environment, the assumption is that of the total named users, only a subset will actually be logged on at any given time.

If a prospect is interested in paying for concurrent licensing but doesn't know how many users they need, suggest the ratio of 4:1, that's a single concurrent user for every 4 users in an organization.

An example: an organization with 100 employees (potential users) would buy 25 concurrent licenses. An organization with 1,000 employees (potential users) would buy 250 concurrent licenses.

Both fixed and concurrent users have named ids in the database.

Concurrent pricing has been added to our price list because some companies require the ability to buy under a concurrent model. Now they can.

New Types of Users – Known Consumers and Unknown Consumers

The typical customer for PC DOCS' document management products creates and edits documents and has access to all of the document management functionality provided. Each of these users has a logon id in the database.

The Internet provides a mechanism to make information more widely available to a host of less traditional users. We define these users as Consumers. Their need for access to information within the document repository is limited to “read only.” Consumers can be further categorized as: “known” and “unknown.” A known consumer, *typically an intranet or extranet user*, is a user whose access to information in the repository will be audited. Each known consumer has a logon id in the database. An unknown consumer, *typically an Internet user*, is a user who has read only access and cannot be tracked. Unknown consumers do not require a logon id in the database. Currently, the concept of Consumers only applies to our Internet products, (e.g. there is no “consumer” use for PowerDOCS).

An example: An organization that wants to make a subset of their repository available to their reseller partners designates a series of documents in their corporate repository as “read only” files. Each reseller is issued a logon id in the database. They can now read, copy, and download information. Each time they do, the activity is tracked in the history of the document.

This same organization chooses to make a subset of their marketing materials available to anyone who might want it in a separate library. Unknown consumers can log on as guests and read, copy and download information, however, that activity is tracked collectively as “guest” irrespective of how many different individuals may actually have accessed the documents.

Special Notes about individual products.

DOCS Open and DOCS Enterprise Suite

The volume prices for DOCS Open and the Enterprise Suite include client license charges for the appropriate number of users and a specified number of DOCS Library Servers. The number of Library Servers included with each user level is outlined on the price list. If the customer requires more Library Servers than the number of servers listed, they may purchase them for \$4,000 per additional server.

DOCS Open requires SQL, which may be purchased from PC DOCS, along with the client licenses. Even if the customer decides not to purchase SQL (Microsoft or Sybase) from PC DOCS they must have one of the supported databases installed in order to use DOCS Open. (Supported databases include the aforementioned and Oracle.)

DOCS Enterprise Suite consists of DOCS Open Server, DOCS Open Client, DOCS Imaging Client, DOCS Routing Server and DOCS Routing client.

DOCS Imaging

Customers who are current with SSS will receive the upgrade to DOCS Imaging 3.7 at no additional charge.

PC DOCS Price List

DOCS Routing

The charge for DOCS Routing Server, includes as many physical servers as the customer deems necessary to support the number of clients they are purchasing.

Migration to DOCSFusion Server.

Existing DOCS Open only customers, current on SSS, can upgrade to an equivalent number of PowerDOCS users or CyberDOCS users by purchasing the Migration to DOCSFusion Server License. (In this case only they will receive the CyberDOCS Server at no charge.) This license is for upgrading users from the DOCS Open environment to the DOCSFusion product line. It cannot be applied to new users.

The upgrade includes as many physical servers as required by the customer for the level of users they are upgrading. The number of DOCSFusion servers must be indicated on the order, otherwise only one will be shipped.

Each NT Server where DOCSFusion resides requires a unique serial number.

Server Products

The definition of a server product is one that works on a server and/or is a server process.

For example DOCSFusion is an NT Server based process. CyberDOCS runs on an HTTP server.

All DOCSFusion Server, DOCSFusion Routing Server, CyberDOCS Server and CyberDOCS Read Only Server license charges include as many physical servers as necessary to support the purchased number of users.

DOCSFusion Server

An NT Server process providing full document management capabilities to a variety of clients, both browser based and windows based.

The DOCSFusion server is the base level product which any new customer must purchase in order to use any of the DOCSFusion Products. (Existing DOCS Open customers purchase the Migration to DOCSFusion Server.)

The price for the DOCSFusion server is based on the volume of users that the customer wishes to use DOCSFusion. This is the maximum number of users whether they are fixed, concurrent, or read-only. *Unknown consumers are priced differently.*

There is no restriction to the number of physical servers. The number of DOCSFusion servers requested must be identified on the order being placed.

DOCSFusion server is the base level product for any new customer wanting to purchase CyberDOCS, PowerDOCS, and DOCSFusion Routing or develop a LOB (Line Of Business) client application. (LOB applications are clients that customers or partners build themselves to solve problems unique to their business. PC DOCS does not charge a client fee for these clients.)

CyberDOCS Server

To use a browser to access, edit and work with information controlled and managed by PC DOCS a customer needs to purchase the CyberDOCS Server for the appropriate number of users.

DOCSFusion Server or the Migration to DOCSFusion Server is a prerequisite for the CyberDOCS Server.

A customer needs a Web Server (aka HTTP server) installed prior to being able to install a CyberDOCS Server. PC DOCS does not sell Web Servers.

Existing customers, current on SSS, who have both DOCS Open and CyberDOCS, can upgrade the current DOCS Open customers to PowerDOCS by purchasing the PowerDOCS client. In this instance, the customer already has an earlier version of DOCSFusion so they will not be charged for migrating to it, as would customers who only have DOCS Open. We are assuming that most customers are currently on SSS and that if they have CyberDOCS they will be upgraded to DOCSFusion 2.5 and the most recent release of CyberDOCS at no additional charge. There is no charge for the CyberDOCS client itself.

CyberDOCS Read Only Server

The CyberDOCS Read Only Server price has been created to accommodate the Consumer users (defined above). The CyberDOCS

PC DOCS Price List

Read Only Server price applies to Known Consumers only. Unknown Consumers will be charged for at the rate of \$10,000 per HTTP Server (access limited only by the number of users the HTTP Server can support).

LOB (Line Of Business Client)

These are clients that customers or partners build themselves to solve problems unique to their business. PC DOCS does not charge a client fee for these clients.

Suites

DOCSFusion Suite

The DOCSFusion Suite will not be available until there is a DOCSFusion Imaging Client. At that time, we will unveil the DOCSFusion Suite price which will include DOCSFusion Server, PowerDOCS, CyberDOCS, DOCSFusion Imaging Client, DOCSFusion Routing Server, and DOCSFusion Routing Client.

Frequently Asked Questions:

Q. Why would a customer buy the concurrent license if they can get 4 times as many for the same price?

A. The fixed user license requires one named user in the database for each license. A concurrent user license allows for multiple named users to be in the database for each concurrent license.

Concurrent licensing will primarily benefit organizations whose users log on infrequently.

Additionally, although our *suggested* ratio is 4:1 (4 employees for every 1 concurrent license) customers may indicate that their ratio is actually much higher, e.g. 10:1, with only one person logged on for every 10 employees. In that case, the customer needs logon ids for many more people than will ever be logged on at one time and the fixed pricing model might not accommodate that.

Q. Why is there a quantity one for the concurrent license?

A. A quantity one listing gives the customer the opportunity to buy additional concurrent licenses in small increments.

Q. Do we have a mechanism in the software that prevents more than the licensed number of concurrent users to access the system at the same time?

A. No. Currently, the software can't monitor how many people are actually logged on, however, we will be implementing that in the near future. For now, it's an honor system based on the requirements of the license agreement.

Support and Maintenance Packages

PC DOCS and Fulcrum deliver quality document management and knowledge management software products. In addition to those products, we offer a series of maintenance and support packages designed to provide you with the best possible post-sale technical services. Each of the programs outlined below are priced for a single year's use. The customer must purchase Software Maintenance if they wish to purchase one of the Support packages.

The Integrator discount for Software Maintenance and all the support packages is 30%.

Software Maintenance

15% of List Price

- PC DOCS and Fulcrum will deliver any upgrades issued during the Maintenance Term including patches, maintenance releases, bug fixes and minor enhancements. Upgrades will be shipped to the customer on CD, or posted for electronic access.
- During the Maintenance Term, the customer may access Fulcrum's "KnowledgeSpot" Support Site and PC DOCS Web Support to search the Knowledge Database.
- The basic Maintenance Term is one year.

Platinum Support

15% of List License fee/Minimum \$25,000/Maximum \$75,000

- **Onsite Site Audit during the Support Term.**
- A Technical Account Manager will be assigned to the customer to review and monitor all support activity provided by PC DOCS and Fulcrum and to provide a single point of escalation for all critical support and maintenance issues.
- Customer may register eight (8) individuals within the company as Contacts who may call Customer Support (2 Project Management Level, 6 Technical).
- Platinum Support provides access to Customer Support with questions or problems concerning products via phone, web or e-mail **as often as needed** during the Support Term.
- Support specialists will respond to phone inquiries within **one (1) working hour** from receipt of call.
- Phone Technical Support access **24 hours a day via dedicated phone lines.**
- During the Support Term, customer may access the "KnowledgeSpot" Support Site at Fulcrum's World Wide Web page and PC DOCS Web Support page to access the knowledge base, submit new cases, check the status of cases logged with Fulcrum and PC DOCS, and update the information in a case.
- Platinum support customers are guaranteed maximum available discounts on all ProServices consulting assignments.
- Bi-weekly activity reports will be prepared and delivered via email summarizing all maintenance and support activity.
- The support term is one year.

Gold Support

10% of List License fee/Minimum \$10,000/Maximum \$35,000

- A Technical Account Manager will be assigned to the customer to review and monitor all support activity provided by PC DOCS and Fulcrum and to provide a single point of escalation for all critical support and maintenance issues.
- Customer may register six (6) individuals within the company as Contacts who may call Customer Support (2 Project Management Level contacts, 4 Technical Level contacts).
- Gold Support provides access Customer Support with questions or problems concerning products via phone, web or e-mail as many as **fifty (50) times** during the Support Term.
- Support specialists will respond to phone inquiries within **two (2) working hours** from receipt of call.
- Phone Technical Support available **24 hours a day.**
- **Outside of Standard Support Business Hours, defined as 8am - 8pm EST, cases will be applied per hour of after hours support. (Example: 2 hours of after hour support from 10pm - 12am would result in a reduction of 2 cases from the available case balance.)**
- During the Support Term, customer may access the "KnowledgeSpot" Support Site at Fulcrum's World Wide Web page and PC DOCS Web Support page to access the knowledge base, submit new cases, check the status of cases logged with Fulcrum and PC DOCS, and update the information in a case.
- Additional Gold Support cases can be purchased in packets of 5 at the discounted Gold rate of \$150/per case.
- The support term is one year.

PC DOCS Price List

Silver Support

5% of List License fee/Minimum \$7,500/Maximum \$20,000

- A Technical Account Manager will be assigned to customer to review and monitor all support activity provided by PC DOCS and Fulcrum and to provide a single point of escalation for all critical support and maintenance issues.
Customer may register four (4) individuals within the company as Contacts who may call Customer Support (1 Project Management Level contact and 3 Technical Level contacts).
- Silver Support provides access to Customer Support with questions or problems concerning products via phone, web or e-mail as many as twenty-five (25) times during the Support Term.
- After Hours support will be billed at the rate of \$175 per hour.
- Support specialists will respond to phone inquiries within three (3) working hours from receipt of call.
- Phone Technical Support available 8am - 8pm EST.
- During the Support Term, customer may access the "KnowledgeSpot" Support Site at Fulcrum's World Wide Web page and PC DOCS Web Support page to access the knowledge base, submit new cases, check the status of cases logged with Fulcrum and PC DOCS, and update the information in an case.
- Additional Silver Support cases can be purchased in packets of 5 at the discounted Silver rate of \$175/per case.
- The support term is one year.

Bronze Support

\$2,000/10 Cases

- Customer may register 2 individuals within the company as Contacts who may call Customer Support.
- Bronze Support allows customer to access Customer Support with questions or problems concerning products via phone, web or e-mail as many as ten (10) times during the Support Term.
- After Hours support will be billed at the rate of \$200 per hour.
- Support specialists will respond to phone inquiries within four (4) working hours from receipt of call.
- Phone Technical Support available 8am - 8pm EST.
- During the Support Term, customer may access the "KnowledgeSpot" Support Site at Fulcrum's World Wide Web page and PC DOCS Web Support page to access the knowledge base, submit new cases, check the status of cases logged with Fulcrum and PC DOCS, and update the information in a case.
- After Hours support will be billed at the Bronze rate of \$200 per hour.
- Additional Bronze Support cases can be purchased in packets of 5 at the discounted Bronze rate of \$200/per case.
- The support term is one year.

Pay Per Case Support

\$250 Per Case

- Customer may access Customer Support with a question or problem concerning Fulcrum or PC DOCS products via phone or e-mail at a per case charge of \$250 during Standard Support Business hours.
- After Hours support will be billed at a rate of \$250 per hour.
- Support specialists will respond to your phone inquiries within eight (8) working-hours from receipt of call.
- Software Maintenance is not required for Pay Per Case support.

Notes:

- A "Case" is defined as a single technical issue or question. Cases may involve more than one phone call before they are resolved.
- New case numbers will be assigned for each technical issue that is reported. More than one case number may be opened during a single phone call or email.
- Cases that result in change requests to address software defects will not be subtracted from the client's available balance.
- A "case" may also be referred to as an "incident."
- Standard Support Business Hours are defined as 8am - 8pm EST.
- After Hours Support Hours are defined as 8pm - 8am EST.

PC DOCS Price List

DOCS Open Client Licenses^{1,2}

DOCS Open Client (Windows Only)

Product Code	Description	List Price w/o SQL Runtime	Integrator Price (w/o SQL Runtime)	Product Code	List Price with SQL Runtime	Integrator Price with SQL Runtime
1400	PC Workstation	\$349 per client	\$244 per client	1500-X**	\$449 per client	\$314 per client

DOCS Enterprise Suite Client (Windows Only)

Product Code	Description	List Price w/o SQL	Integrator Price w/o SQL	Product Code	List Price w/SQL	Integrator Price w/SQL
1403	Enterprise Suite Client	\$499 per client	\$349 per client	1503-X**	\$599 per client	\$419 per client

** - Suffix indicates desired "Application Specific Runtime" SQL License. N=Microsoft SQL Server , S=Sybase

Server and Administration³

DOCS Library Server License

Product Code	Description	List Price w/o SQL Runtime	Integrator Price w/o SQL Runtime	Product Code	List Price with SQL Runtime	Integrator Price with SQL Runtime
2400	Server License	\$4,000 per server	\$2,800 per server	2500-X**	\$5,000 per server	\$3,500 per server

Note: DOCS Library Server licenses includes DOCS Administration and DOCS Designer capabilities

** - Suffix indicates desired "Application Specific Runtime" SQL License. N=Microsoft SQL Server , S=Sybase

DOCS Enterprise Suite Server License

Product Code	Description	List Price w/o SQL Runtime	Integrator Price w/o SQL Runtime	Product Code	List Price with SQL Runtime	Integrator Price with SQL Runtime
2400E	DOCS Enterprise Suite Server License	\$7,000 per server	\$4,900 per server	2500E-X**	\$9,000 per server	\$6,300 per server

** - Suffix indicates desired "Application Specific Runtime" SQL License. N=Microsoft SQL Server , S=Sybase

PC DOCS Price List

DOCS Open Add On Products

DOCS Imaging (Windows only)⁴

DOCS Imaging

Product Code	Description	List Price	Integrator Price
1607	DOCS Imaging	\$149 per client	\$104 per client

****Special for first time PC DOCS Customers****

Purchase DOCS Imaging with initial DOCS Open order for:

Product Code	Description	List Price	Integrator Price
1607I	DOCS Imaging	\$99 per client	\$70 per client

DOCS Routing Client (Windows only)⁵

For Use With SQL

Product Code	Description	List Price	Integrator Price
DR002-X	DOCS Routing	\$99 per client	\$69 per client

X - Suffix indicates desired "Application Specific Runtime" SQL license with a suffix after the model number. N = Microsoft NT SQL Server, S = Sybase, O = Oracle.

DOCS Routing Server *Without* SQL Runtime

For Use With a SQL Full Use License

Product Code	Description	List Price	Integrator Price
DR400-X	DOCS Routing Server	\$2,995 per client	\$2,097 per client

** - Suffix indicates desired "Application Specific Runtime" SQL License. N=Microsoft SQL Server , S=Sybase, O=Oracle

DOCS Routing Server *With* SQL Runtime⁵

With Microsoft NT SQL Runtime or Sybase SQL Runtime

Product Code	Description	List Price	Integrator Price
DR500-X	DOCS Routing Server	\$2,995 per client	\$2,097 per client

** - Suffix indicates desired "Application Specific Runtime" SQL License. N=Microsoft SQL Server , S=Sybase, O=Oracle

PC DOCS Price List

DOCS-Unplugged (Windows only) ⁶

DOCS -Unplugged client

Product Code	Description	List Price	Integrator Price
1603	DOCS Unplugged	\$99 per Client	\$67 per client

****Special for first time PC DOCS Customers****

Purchase DOCS Unplugged with initial DOCS Open or Enterprise Suite order for:

Product Code	Description	List Price	Integrator Price
1603I	DOCS Unplugged	\$49 per Client	\$33 per client

DOCS Open Link for SAP R/3

DOCS Link for SAP R/3

Product Code	Description	List Price	Integrator Price
DOCSAP	DOCS Link for SAP R/3	\$75,000 per site	\$52,500 per site

Note: A production SAP database can support multiple DOCS Open Libraries.

Most SAP sites run 2 or 3 test databases/development databases, but only 1 production database per major location.

That price includes 3 days of installation/consulting by DMG. Complex customization at install time can be purchased from DMG separately.

This price does not include support. PC DOCS Inc. is responsible for "front line" support for this, but our contract calls for us only to answer the phone. We are not becoming SAP experts internally.

DOCS Interchange ⁷

DOCS Interchange

Product Code	Description	List Price	Integrator Price
1600	DOCS Interchange for Lotus Notes	\$4,995 per library	\$3,497 per library
1601	DOCS Interchange for Microsoft Exchange	\$4,995 per library	\$3,497 per library

Document Sentry Agent (DSA) ⁸

DSA

Product Code	Description	List Price	Integrator Price
1602	DSA Module	\$995 per Document Server	\$697 per Document Server

DOCS Toolkit

DOCS Developer (DDK) Toolkits

Product Code	Description	List Price	Integrator Price
1620	Single Developer DDK	\$5,000	\$3,500

DOCS Open Pilot Software

PC DOCS Price List

PC DOCS Pilot Software – 5 Users

Product Code	Description	List Price	Integrator Price
P100	DOCS Open (full product) Pilot 5 user w/o SQL Runtime, includes 30 days of phone support.	\$6,325	\$4,428
P101-X	DOCS Open (full product) Pilot 5 user with SQL Runtime, includes 30 days of phone support.	\$7,425	\$5,198

PC DOCS Pilot Software – 50 Users

Product Code	Description	List Price	Integrator Price
P100-50	DOCS Open (full product) Pilot 50 user w/o SQL Runtime, includes 30 days of phone support.	\$23,650	\$16,555
P100-50X	DOCS Open (full product) Pilot 50 user with SQL Runtime, includes 30 days of phone support.	\$24,750	\$17,325

PC DOCS Price List

DOCS Open Upgrade Pricing for DOCS Open Customers without SSS⁹

DOCS Open - Workstation Upgrade pricing

Product Code	Description	List Price with or w/o SQL	Integrator Price with or w/o SQL
5300	DOCS Open Version Upgrade with or w/o SQL	\$195 per user	\$137 per user
5400	DOCS Open Maintenance Upgrade with or w/o SQL	\$98 per user	\$69 per user

DOCS Open - Server to DOCS Library Server Upgrade pricing

Product Code	Description	List Price	Integrator Price
5301	DOCS Open Version Upgrade w/o SQL	\$2,160 per server	\$1,512 per server
5401	DOCS Open Maintenance Upgrade w/o SQL	\$1,500 per server	\$1,050 per server
5310	DOCS Open Version Upgrade with SQL	\$2,700 per server	\$1,890 per server
5410	DOCS Open Maintenance Upgrade with SQL	\$1,350 per server	\$945 per server

DOCS Imaging Upgrade pricing

Product Code	Description	List Price	Integrator Price
	DOCS Imaging Version Upgrade	\$30	\$21

DOCS Interchange Upgrade pricing

Product Code	Description	List Price	Integrator Price
5303	DOCS Interchange Version Upgrade	\$2,700 per library server	\$1,890 per library server
5403	DOCS Interchange Maintenance Upgrade	\$1,350 per library server	\$945 per library server

DSA - Upgrade pricing

Product Code	Description	List Price	Integrator Price
5304	DSA Version Upgrade	\$540 per document server	\$378 per document server
5404	DSA Maintenance Upgrade	\$270 per document server	\$189 per document server

DOCS Unplugged - Upgrade pricing

Product Code	Description	List Price	Integrator Price
5305	DOCS Unplugged Version Upgrade	\$54 per user	\$38 per user
5405	DOCS Unplugged Maintenance Upgrade	\$27 per user	\$19 per user

DDK Toolkit - Upgrade pricing

Product Code	Description	List Price	Integrator Price
5307	DDK Version Upgrade	\$2,700	\$1,890
5407	DDK Maintenance Upgrade	\$1,350	\$945

PC DOCS Price List

PC DOCS "Classic" Upgrade to DOCS Open (for Classic customers with SSS)

Note: Classic customers without SSS pay full list prices for DOCS Open Client and Server licenses.

Requirements: -

Must have installed SQL runtime or full use database (Sybase, Microsoft NT SQL Server or Oracle) OR Must purchase Microsoft NT SQL runtime as part of this offer.

Customer must be on version 4.1, 4.2, or 6.0 of PC DOCS Classic.

Price to Upgrade to DOCS Open (Windows)

Product Code	Description	List Price	Integrator Price
9000	Workstation w/o SQL	\$104 per client	\$73 per client
9003	Workstation with MS NT SQL Runtime	\$203 per client	\$142 per client
9025	Server w/o SQL Runtime	\$1,295	\$907
9025-N	Server with MS NT SQL Runtime**	\$1,995	\$1,397

** = MS NT SQL runtime only. (Not available for Sybase)

PC DOCS "Classic" Upgrade Add-On Product ¹⁰

Note: In addition to the requirements for upgrading PC DOCS "Classic" to DOCS Open, there is an option available to facilitate the data conversion, POWER LOAD .

DOCS POWER LOAD (Optional)

Product Code	Description	List Price	Integrator Price
1609	POWER LOAD Conversion Utility	\$2,995	\$2,097

DOCS Open Competitive Migration Pricing

Prices are 25% off DOCS Open Client and Server current list prices and Enterprise Suite current list prices.

Please use the following product codes and prices when ordering.

Note:

Competitive migration price is applicable only on even exchanges of current DMS Licenses for DOCS Open/DOCS Enterprise Suite (seat for seat basis).

Additional DOCS Open Licenses must be purchased at standard list price.

Proof of purchase by the customer for the current DMS Licenses must be included with your purchase order (i.e. invoices)

DOCS Open Client (Windows Only)

Product Code	Description	List Price w/o SQL	Integrator Price w/o SQL	Product Code	List Price w/SQL*	Integrator Price w/SQL*
TU1400	DOCS Open Client	\$262 per client	\$210 per client	TU1500-X*	\$337 per client	\$270 per client

*- Indicates the appropriate suffix when ordering with SQL. N = Microsoft NT SQL Server. S = Sybase.

PC DOCS Price List

DOCS Open Competitive Migration Pricing (continued)

DOCS Enterprise Suite Client (Windows Only)

Product Code	Description	List Price w/o SQL	Integrator Price w/o SQL	Product Code	List Price w/SQL*	Integrator Price w/SQL*
TU1403	DOCS Enterprise Suite Client	\$375 per client	\$300 per client	TU1503-X*	\$450 per client	\$360 per client

*- Indicates the appropriate suffix when ordering with SQL. N = Microsoft NT SQL Server. S = Sybase.

DOCS Library Server License

Product Code	Description	List Price w/o SQL	Integrator Price w/o SQL	Product Code	List Price w/SQL*	Integrator Price w/SQL*
TU1403	DOCS Server License	\$3,000 per server	\$2,400 per server	TU2500-X*	\$3750 per server	\$3,000 per server

*- Indicates the appropriate suffix when ordering with SQL. N = Microsoft NT SQL Server. S = Sybase.

DOCS Enterprise Suite Server License

Product Code	Description	List Price w/o SQL	Integrator Price w/o SQL	Product Code	List Price w/SQL*	Integrator Price w/SQL*
TU2400E	DOCS Enterprise Suite Server License	\$5,250 per server	\$4,200 per server	TU2500E-X*	\$6,750 per server	\$5,400 per server

*- Indicates the appropriate suffix when ordering with SQL. N = Microsoft NT SQL Server. S = Sybase.

PC DOCS Price List

Education classes are conducted at PC DOCS Burlington, MA training facility or at a client site. Please make clients aware that the availability of education services is based upon a first come, first served basis. In addition to the pricing available here, we also recommend that you check with your local ATC who may also offer referral fees to authorized integrators and who have the ability to customize courses and materials.

Please visit our web site at www.pcdocs.com for course outlines, class schedules and authorized training facilities .

Burlington, MA. Classroom Training¹

Product Code	Course	Length	List Price	Integrator Price
TCUSER	DOCS Open End User	1 day	\$225	\$192
TCADM	DOCS Open Administrator (includes user day)	4 days	\$1,350	\$1148
TCOM	DOCS Open Optional Modules	1 day	\$600	\$510
TCDBSA	DOCS Open Database Server Administration	1 day	\$600	\$510
TCFULL	CDP Training Course	5 days	\$1,900	\$1615
TCUPGRADE	Moving from DOCS Open 2.5 to 3.x	1 day	\$290	\$247
TCAPI	API Tool Kit	2 days	\$1,000	\$850

On-Site Training: Please contact your RSM/CSR or local ATC for pricing and availability.

¹ PC DOCS Education Prices are valid at the PC DOCS Burlington, MA classroom facility. All pricing is per student. Pricing at Authorized Training Centers may vary. In addition to classroom training on-site and customized courses are available for a minimum of six students for additional fees. Additional fees will include: travel and expenses, set-up charges and customization charges.

PC DOCS Price List

PC DOCS Documentation

- Documentation may only be purchased for use with PC DOCS software.
- All documentation is covered by copyright laws and may not be copied or altered.

DOCS OPEN Printed Documentation

Product Code	Description	List/Integrator Price
1381	DOCS Open User's Guide DOCS Open Administrator's Guide DOCS Open Installation & Setup Guide DOCS Open Designer Guide and Data Dictionary DOCS Open Quickstart Guide	\$200 for bundle of manuals. ¹¹
1200	DOCS Open User's Guide minimum quantity 50 @\$30 each	\$1,500
1210	DOCS Open Administrator's Guide minimum quantity 50 @ \$37.50 each	\$1,875
1280	DOCS Open Quickstart Guide minimum quantity 50 @ \$6 each	\$300

Notes:

Changes to documentation in release 3.5

- DOCS Open User Guide can now be sold separately. Minimum quantity 50.
- DOCS Open Administrator's Guide can now be sold separately. Minimum quantity 50.
- DOCS Open Quickstart Guide can now be sold separately. Minimum quantity 50.
- DOCS Unplugged guide removed. Available in electronic format from the product CD.
- DOCS Interchange for Microsoft Exchange Guide and DOCS Interchange for Lotus Notes Guide removed. Available in electronic format from the product CD.
- Macintosh guides removed. Available in electronic format from the product CD.
- Documentation kit for CyberDOCS and DOCSFusion are on the product CD. There is no printed documentation (except for installation) for these products.**

PC DOCS Price List

Notes:

1. Administration and DOCS Designer capabilities for each of the DOCS Library Servers is included at no additional charge.
2. If the customer is using the Internet and accesses the SQL database with named users the customer must purchase the Microsoft SQL Server Internet Connector License MLP \$3,000 (not available from PC DOCS). This license is per SQL Server that the customer has. Information about it can be found at: <http://www.microsoft.com/sql/showcase/priceinet.asp?A=3&B=9>.
3. There is no published pricing for above 10,000 users. For this type of deal contact your ASM directly.
4. PC DOCS Inc. Software Maintenance (SM) and Support Packages
 - a) Integrators are authorized to sell SM and Support Packages at the time of original sale ONLY.
 - b) SM and Support Package renewals are processed directly through PC DOCS
 - c) The SM figures apply only to PC DOCS and Fulcrum product. It doesn't automatically include third party maintenance or major product releases. There maybe an additional charge for new releases of third party components. New releases of third party products which form part of the PC DOCS product will be incorporated at PC DOCS, Inc. discretion, into the releases of the PC DOCS product and not distributed separately.
 - d) SM and Support Package renewals will be calculated off the then current price list.
 - e) Customers who currently subscribe to the Software Subscription Service will continue to be supported for the term of the contract.
 - f) The Software Subscription Service is still in effect for GSA Schedule at 18% off list.

NOTE: Prices subject to change on 30 day notice

End Notes

- 1
 - a) Client pricing does not include documentation.
 - b) Price is based per client.
- 2 X = Indicates desired "Application Specific Runtime" SQL license with a suffix after the model number:
(N) = Microsoft NT SQL Server, (S) = Sybase
Example: 1500-N for DOCS Open client bundled with a Runtime license for Microsoft NT SQL Server.
- 3
 - a) Server license includes one copy of documentation and media.
 - b) Conversion from one SQL to another is \$100 per workstation plus \$1,000 for the server. This is subject to change as contracts with SQL vendors change.
- 4
 - a) Prerequisite: A DOCS Open client license for each DOCS Imaging license.
 - b) Available ONLY for Windows.
 - c) Documentation is available in electronic format on the product CD.
- 5
 - a) Prerequisite: A DOCS Open client for each DOCS Routing client and a DOCS Open Server license for each DOCS Routing server.
 - b) Available ONLY for Windows.
 - c) SQL Runtime does not need to be purchased separately for DOCS Routing clients. The SQL environment information is needed for configuration purposes.
 - d) Documentation is available in electronic format on the product CD
- 6
 - a) Prerequisite: A DOCS Open client license for each DOCS-Unplugged license.
 - b) Available ONLY for Windows.
 - c) Includes SQL Anywhere license. No documentation.
 - d) Documentation is available in electronic format on the product CD.
- 7 DOCS Interchange is priced per library server. If a PC DOCS client is to run Interchange across multiple libraries they must purchase multiple DOCS Interchange licenses.
- 8 DSA is priced per NT document server. If multiple NT document servers are connected to a DOCS library server (SQL) each document server that requires DSA must purchase a separate DSA license.

PC DOCS Price List

- 9 Upgrade pricing: Maintenance upgrade refers to a double dot release of the product. For example upgrading from 2.5.2 to 2.5.3. The third place numeric denotes the maintenance upgrade. A maintenance upgrade includes primarily software corrections and may include some enhancements. Version upgrade refers to a major release such as 2.5 to 3.0. A version upgrade includes enhancements to certain functions and may include some new functions. It does not include new modules which are priced separately. SSS is available in addition to all Maintenance and Version Upgrades at SSS list price.
- 10 POWER LOAD is a high performance utility used to convert a large volume of data from an existing Btrieve library to an SQL-based library.

JetForm



Information Center
580 Rochester Street
Ottawa, Ontario
K1S 5K2
1-800-838-3876

Price Quotation

Date: October 9, 1998

Product	Qty	Corporate Price
JetForm FormFlow 98 Designer (41-00001) 1 User	1	\$ 1495.00
JetForm FormFlow 98 End User Components (41-00004) Per User License (min purchase 100)	1	\$79.00 (min \$7900.00)

Terms and conditions

- Payment Terms: Net 30, AMEX, VISA, or MASTERCARD
- All prices are in US Dollars.
- Applicable taxes are extra and will be added at time of invoice
- Shipping: \$30.00

JetForm has a 60 day window policy regarding purchases of a JetForm software package. Within 60 days of a new release, the upgrade is free. The customer is required to pay for shipping & handling only. Proof of Purchase is required; serial number or sales receipt.

Thank you for your interest in JetForm products.

Best Regards,
Information Center

NOTE: ALL PRICE QUOTES ARE VALID FOR THIRTY (30) DAYS ONLY.